

FEB 27 1920

THE NATIONAL PROVISIONER

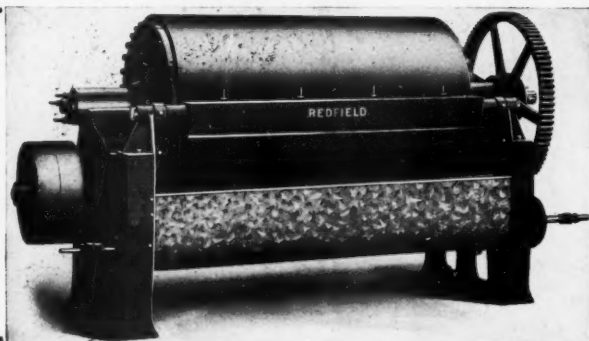
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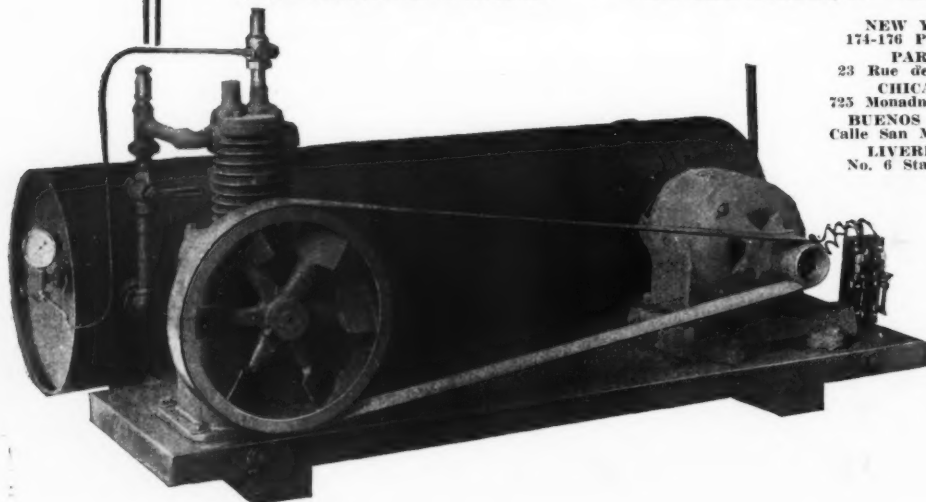
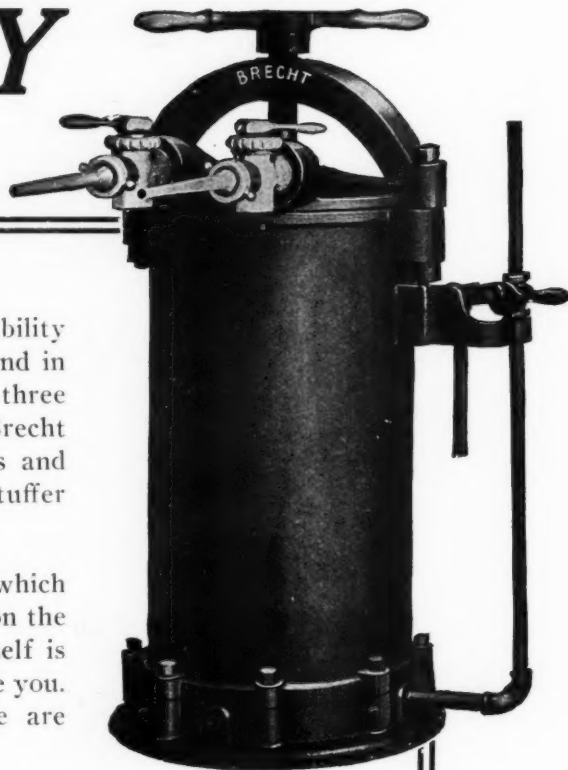
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No. 8.

DARK OUTLOOK FOR EXPORT MEAT TRADE

Europe Needs Our Foods But Cannot Pay for Them

By Charles E. Herrick, Secretary Brennan Packing Co., Chicago

[EDITOR'S NOTE.—A year ago packers looked to Europe, as did other business men, as the outlet for a very heavy export trade. Europe was hungry after the war, and especially in need of meats and fats. She still needs them, but exchange and other conditions interfere with her paying for them, and she must stop buying, for the present, apparently. Mr. Herrick, who has just returned from a long visit in Europe, where he made a thorough survey of the situation, tells not only of the meat situation, but of the general situation there, in the following article which he prepared for the readers of The National Provisioner.]

To attempt to set forth the conditions now prevailing abroad within the limits of a single article seems a pretty difficult undertaking. These conditions are so varied and may be viewed from so many different angles that it is hard to arrange them in a logical sequence. It may perhaps be of some assistance if the belligerent countries be considered in one class, and the neutrals in another class.

There is one point in common, however, in both classes; that is, the need of the importation of American foodstuffs, particularly meats and grain. Their ability to effect such importation, however, reveals two financial extremes. There is no question in my mind regarding their need of, nor their desire for, such foodstuffs, and if that was the only thing to be considered all export records for this country would undoubtedly be quickly broken.

Now that the obstacle of ocean shipping space is beginning to disappear, an increasing obstacle is found in the exchange situation. In considering the latter, it would seem to me to be advisable to refer not to the PREMIUM on the United States dollar, but to the DISCOUNT on the foreign draft.

Let me say also that in almost every country visited by me the general (and wrongful) impression seems to be that this question of exchange is one created purposely by the American exporters, or the American banks, for their own profit, and with that false impression in their minds it is not hard to understand why they so bitterly resent a steadily widening gap between pre-war and present levels in such exchange.

Again and again assurance was given the buyers that this condition was not one created by the American financier or exporter; in fact, that it was very greatly to their disadvantage that such a disparity existed. Of course, to anyone who

is conversant with the facts the matter is plain enough.

Conditions in Belligerent Countries.

In considering the first group of countries; namely, the belligerents, it is of course evident that Austria has suffered the greatest in her exchange relation to the rest of the world. Next to her, Germany, but only to about one-half the extent that Austria has suffered. Then follow in order Italy, France, Belgium and Great Britain.

That our export trade is not more active at present is not to be wondered at; in fact, the reverse of the proposition is true, and it is difficult to understand how we are able to do as much as we have been doing. Taking France for example, her financial unit will only purchase about one-third of the commodity that it would in pre-war days in this market, all on account of the difference in the exchange position.

Of the belligerents, it is my opinion that Belgium is making most rapid progress in reconstruction, and in revival of commercial undertakings of all sorts. This perhaps is because public opinion in that country will not tolerate anything that delays the progress of such reconstruction. This applies not only to the idleness of men who are able to work, but also to labor disputes of any kind. And regardless of the merits of labor controversies both sides are under the ban of public opinion until such differences have been reconciled and industry resumed.

The "out-of-work" allowance in Britain, made to her men when demobilized, has resulted in very seriously retarding their return to industry, for they seem to prefer to take the fifteen shillings per week paid them by their government, and then decline to work in any job, or at any price. The streets, therefore, are lined with loafers, and production is correspondingly retarded.

Fuel, Food and Finance Needs.

In all of the countries visited the "three F's"—Fuel, Food and Finance—seem to be the great issue, and the fuel question seems to be almost paramount. It is difficult for manufacturing institutions to operate, or to resume operations after an idleness enforced by the war, when their

supply of fuel is inadequate and uncertain. Unheated railroad trains, public buildings, and even hotels, seem to be the rule rather than the exception.

France has long strings of railway wagons out of repair, standing on the sidings at practically every station, and to the casual observer it would seem that no effort is being made to put this equipment in usable shape. This, they claim, is largely because of the lack of skilled labor to do the work, but it would seem to be more particularly due to a lack of fuel to operate them, even if they were in the best of condition. As a result, shipments intended for interior points lie for weeks and months at seaboard, thereby retarding the distribution of many of America's exports.

On the other hand, France is expending very large sums of money and labor in the repair and construction of highways, apparently feeling that motor transportation is more important at the moment than railroad transportation.

Of course, she has still a tremendous problem in the restoration of the buildings destroyed, and a French authority speaking at a public gathering in Paris recently, fixed the number of buildings thus destroyed at 550,000, of which some 60,000 had been restored. Of the railways destroyed, amounting to more than 3,000 kilometers, only about two-thirds have been restored; and of the canals, of which 7,700 kilometers were rendered useless, only about 700 kilometers have again been put into commission. This will perhaps illustrate the problem which confronts that nation in their endeavor to again get to a productive and self-sustaining basis.

Effect of the Balance of Trade.

While exports from the United States have been decreasing in volume, still the balance of trade in our favor has remained nearly stationary, this because of the constantly falling rate of foreign exchange. So great is this balance of trade against importing nations that they have been compelled in self-defense, first, to restrict those imports as much as possible, and on the other hand to seek supplies either from their own colonies or from countries where the balance against them is not as heavy as it is here.

Along this line, it may be interesting to know that Britain proposes to tax each bale of cotton imported into that country to the extent of six pence; this tax to be put aside and expended under the direction of their Department of Agriculture

in experimentation among their own colonies, to find if possible where cotton can be profitably grown, and to encourage the growing of cotton by those of their colonies who have made a start in that direction but who are finding the American competition too keen for them. This tax, it is estimated, will yield a fund of £100,000 sterling, and will therefore provide for quite an amount of such experimentation. In the same way they will undoubtedly seek conditions more favorable to them in their importation of foodstuffs.

Handicap on American Exports.

As an illustration of the handicap which is now placed on American export business, figures compiled at the beginning of this month—and exchange has fallen considerably since then—show that for every dollar's worth of goods purchased in the United States the British have to pay \$1.27; the French \$2.48; the Italians \$2.88; the Germans \$22.50, and the Austrians about \$60.00. In the face of such a showing, it would indeed be an optimist who could bring himself to believe that our volume of exports could be maintained during the year 1920. By contrast, therefore, conditions abroad have a most somber background.

Should affairs in Russia remain in about the same condition as at present, she will not be a serious competitor in our trade in foodstuffs, for she undoubtedly will have all that she can do to supply her own needs. Should, however, as has been freely predicted, the coming summer bring a decided change in the attitude of that people toward their false idol, Bolshevism, Russia may again become a de-

cided competitor in the export, not only of grain, but to some extent of meat.

There, again, the financial condition of the country would be a tremendous handicap, which it would be difficult for the American exporter to overcome. Even low wages in real money would undoubtedly look better to the ex-Bolshevist than high wages in such a depreciated currency as they have at present.

Conditions in the neutral countries are much the same as with the belligerents in a general way, though in detail they are not so bad. The exchange situation is proportionately difficult, and transportation conditions are not as serious as in countries ravaged or weakened by the war. But all have their grave problems growing out of the war, and which it will take time to adjust.

Poor Prospects for Export Business.

As the summer-time approaches, all of these countries will need a constantly decreasing amount of meat, and another winter may find them able to supply their needs elsewhere to better advantage than they can in this country. Stocks in foreign countries are heavy; consumption considerably curtailed, undoubtedly largely as a result of the extremely high prices prevailing.

Chances for further export business look very slim at this writing. When foreign buyers are offering to re-sell in this market parcels already contracted for, it does not indicate a favorable opportunity to negotiate new contracts. It would therefore seem that packers and producers should go slow, and that both should understand that prospects for export business this summer are exceedingly dubious.

Meat Exports Have Practically Ceased

The Institute of American Meat Packers issued the following special bulletin this week on the foreign situation:

The export trade of the packing industry, which is the largest industry in America, has practically ceased. The significance of this fact will be apparent when it is remembered that the United States normally exports a considerable part of its federally-inspected pork products. Exports of pork products in the year just closed exceeded two and a half billion pounds.

Since the last regular monthly review of the meat and live stock situation by the Institute, there has been no adequate improvement in the foreign exchange situation. This accounts for the present practical cessation of pork exports. Beef exports ceased some time ago.

The following is a resume of the meat situation abroad:

United Kingdom.

It is estimated that there are approximately 275,000,000 pounds of bacon in the United Kingdom and afloat, in the hands of the British Ministry of Foods, their appointed agents, wholesalers and retailers. This is equivalent, at the present rate of consumption in the United Kingdom, to nearly seven months' supply. It is further estimated that England is receiving supplies of English, Irish, Danish and Canadian bacon very nearly adequate to present consumption.

Germany.

Agents in Germany of American packers who have meat there are unable to sell it, and are therefore forced to put it into cold storage, since the German government is unable to make purchases in ac-

ceptable currency. The government recently made a proposal to pay for meats in German treasury notes running over a period of five years, which of course is unacceptable.

Holland.

Sales in Holland have practically ceased. The situation there may be gauged by the fact that in some quarters the return to America of lard and boxed pork now in Holland has been recommended.

Belgium.

Sales have been very light. Such sales as have been made—a few boxes of meats weekly here and there—have been consummated at disadvantageous prices.

CANADIAN EXPORTS TO CONTINUE.

Toronto, Can., Feb. 19, 1920.

The Industrial and Development Council of Canadian Meat Packers, (the trade organization of Canadian meat packers) issued a bulletin today declaring that exports of meats from Canada will continue to follow the normal demand of the past few months, in spite of the recorded drop announced from Chicago.

"The exchange situation between London and the Dominion," reads the bulletin, "is somewhat more favorable than for the United States, and Canadian livestock farmers and breeders may be reassured that our exports will continue so far as can be foreseen at the present level, and the British Government will continue to take all our surplus bacon."

France.

Sales have stopped entirely. No appreciable business has been done there in the last week or two. Present advices are that under existing exchange conditions the trade will be very small, if any.

Scandinavia.

It has been hoped that the decision of the Allied Council to allow the Russian Co-operative Societies to import would enable the consignments at Scandinavian points to be sold for shipment into Russia, but representatives at Copenhagen have cabled that there is practically no change in the situation, and no boxed meats or lard are moving.

Italy.

There has been no business with Italy for some time, and the prospects of any developing are very poor.

EXPORT DROP AND MEAT PRICES.

Publication of the bulletin of the Institute of American Meat Packers concerning the cessation of meat exports was interpreted by the daily press as indicating a slump in domestic meat prices. One daily heralded it with this headline: "Meat Prices Are Coming Down to Stay." This seemed to be the inference of most of the newspaper commentators.

That there was another side to it—that of the livestock producer, who must not be discouraged in the continued production of meat animals—was indicated in the statement of Thomas E. Wilson, president of the Institute, when a newspaper asked him this question:

"Meat exports having dropped on account of the high foreign exchange rates and the resultant inability of foreign nations to buy American meats, is it not true that the people of the United States will have more meat than heretofore, and as a result, will not prices drop?"

Mr. Wilson's reply was quoted as follows:

"It is reasonable to assume that prices will go down, but I am not prepared to say how much or when. The producer must be protected.

"If there were to be a sheer drop in the price of meat—that is, beef and pork—the consumer would benefit only temporarily, for the reason that the producer would curtail production of meat and devote his attention to products paying a higher rate of profit.

"Under the present prices the producer is encouraged to devote time and attention to beef and hogs. Take away his profits in a hurry, and he will become discouraged. Then, with lessened supply, prices again will jump. This is a situation that requires careful consideration."

ROUTING MOTOR TRUCKS.

By re-routing 77,669 freight cars, one railroad saved an average of 155 miles per car. Likewise, it has been proven that operators of motor trucks by carefully studying the highways leading to shipping destinations can effect a saving of from 26 to 28 per cent in mileage and time. This saving, of course, lessens depreciation and operating expense. There is no reason why every truck owner or operator cannot reduce mileage and time to some extent by studying routes and highway traffic.

Co-Operation in Meat Packing Industry

The value of an organization among meat packers in which all meat packers can unite to cooperate for the best interests of the industry—and in so doing for the best interests also of both meat producers and meat consumers—was clearly brought out at the recent midwinter meeting of the Institute of American Meat Packers at San Francisco, Calif.

In a talk on "The Value of Collective Action Through Membership in Organizations Such as Ours" these points were emphasized by T. W. Taliaferro, vice-president of Hammond Standish & Co., Detroit, Mich., who is a director of the Institute and one of its most energetic members.

In his address to the San Francisco convention Mr. Taliaferro said, in part:

"As the time, the place and the occasion appear appropriate, I wish to call your attention to the value of effective action made possible only through membership in such organizations as the Institute of American Meat Packers, and as this is the first meeting of the Institute, a word in this direction should be opportune.

"The meat packing industry occupies a peculiar position, in that it has to do with the converting of live-stock produced by a large part of the population into meats to be consumed by a still larger part of the population, and both combined affects virtually all of the population at the two points most easily affected—the stomach and the pocketbook. And in the endeavor to please both the life of the packer has not been a happy one, of recent years at least.

"It used to be the idea that the packer, being by education and necessity a fighter, was amply able to individually take care of himself. When he starts in business he starts to fight the laws of nature, as he has to produce and maintain winter temperatures in summer and summer temperatures in winter, and at all times decay in every form is his inveterate and implacable enemy.

"The very nature of the business made for self-reliance and individuality, and it has taken a long time for him to realize that anything beyond his individual endeavor was necessary for his well-being or continued success.

Packers Are Naturally Cautious.

"I recall an incident that gives a good example of the feeling that has existed among those engaged in the packing business of individual caution, and of the 'Let George do it' spirit, and it is an actual occurrence. It happened in the beautiful state of California, not a thousand miles from the city of Los Angeles.

"There were two packers who were good friends and representatives of progressive packing concerns out for a walk enjoying the winter sunshine and admiring the many artistic residences surrounded by beautiful grounds, and they came to one most remarkable of all, surrounded by a high wall, with the large iron gates standing invitingly ajar, permitting a view of roses, oranges and other lovely things to contemplate in January and February; and in addition two large bull dogs and a Jap keeper. Naturally their curiosity was

very great to find out who owned the place, and to see better what their distant glimpse promised. They hesitated, each hoping the other would lead the way.

"But old-time habits were too strong, so one of the packers said to the other packer, 'Now, Tom, you go in and investigate, and I will stand outside and run.'

Threatened by Unjust Attacks.

"But times have changed and are still changing, and the industry has come to see that its very existence is threatened by associations and combinations both on the part of the producer to force higher prices for livestock, and the consumer to force lower prices for meats, either of which might be possible.

"But both could not happen at the same time and the packing business continue to exist, as the margin received or expected for performing the absolutely necessary function of the packer is a small fraction of a cent per pound, too small to affect either the producer or consumer.

"If all of the profits of the packing business were added to the price of livestock the producer would not notice it, and if all the profits of the packer were deducted from the price of meats the consumer could never find it.

So, in order to exist as a business, something is necessary more potent and more effective than individual endeavor, and that is unity of action. And this can only be procured by an active and participating membership in a live organization such as we have formed. We must work, and work together, for in unity there is strength.

"We must educate the producer and consumer to look upon us as their friends, to acknowledge before the world that we are doing them a valuable and efficient service at what amounts to no cost to them; that we are as far as possible making the producers continue to produce by furnishing them a ready market every day in the year, and making it as remunerative as world conditions will permit; and that we are furnishing to the hundred million consumers sound, sweet and wholesome meats as cheaply as is humanly possible, at every meal, in every day, regardless of distance or location.

Packers Stand Up for Rights.

"We must also be ready to fight for our rights, and give battle to those in authority who are trying to injure us, from motives more or less questionable, and none of them honest. And in standing up unitedly for our rights we are fighting both the producers' and consumers' battles, for any legislation that affects the industry adversely must and will react disastrously on both.

"Let us all pull together to put our industry right before the world, and a united front will deter many of the yapping curs from trying to injure an industry absolutely essential to the comfort and progress of our nation.

"There has been circulated every kind of propaganda that is possible against us, and it seems to me that some measures should be taken to offset this propaganda.

There has been a lot of blame attached to us that is not our fault in any way.

"We should get together and make some sort of plan to fight back against this propaganda, and the quickest manner in which to do this is through the means of organization."

BILLS TO REGULATE MEAT PACKERS.

The Senate Committee on Agriculture at Washington has come to an agreement on a form of packer legislation which it will recommend. It is understood that this committee will shortly recommend to the Senate a revised draft of the Kenyon-Kendrick bills in which all meat packers are put under control of a three-man federal livestock commission, and in which a so-called "voluntary" registration plan is substituted for the license requirement. There is some difference of opinion as to whether this change is a distinction without a difference, either as to control or license.

The commission, according to the terms of the bill, will take over the powers and duties of the U. S. Bureau of Markets. Appeal to the federal courts may be taken from the commission's orders. Fines of \$500 to \$10,000 and imprisonment terms of from six months to two years are fixed for violation of such orders. Enactment into law of the Palmer injunction agreement and various existing anti-trust acts applicable to the packing industry is provided in the bill.

The revised bill also eliminates the section providing for control of packer refrigerator cars. The committee agreed, however, that if the railroad bill now about to be passed did not provide "satisfactory legislation" for refrigerator cars, such a section would later be added to this bill. The railroad bill, as now agreed on, expressly omits private cars from control, so that it is likely the sponsors of packer legislation will now try to put a refrigerator car control clause back in their revised measure.

In the House at Washington hearings are announced for this week on the Anderson bill, which is a duplicate of the old Kenyon bill in its most radical form, providing for license and other extreme features. It is expected that the hearings on this bill will afford opportunity for enlightenment as to its dangerous features. Even the American National Livestock Association has recently gone on record as against such legislation.

DEATH OF LEON HATTENBACH.

Leon M. Hattenbach, secretary of the National Association of Retail Grocers, and a leader in national discussion of food questions in recent years, died suddenly in Denver, Colo., on February 8 of a heart attack. He was 45 years of age and a native of Colorado. He was a state senator, city industrial commissioner of Denver, editor of the National Grocers' Bulletin and of the Merchants' Index, and an indefatigable worker for the welfare of the trade and of the public. His good influence will be missed.

Don't attempt to oil or wipe machines while they are running; stop the machine first, then oil, says the National Safety Council.

PRACTICAL POINTS FOR THE TRADE

(EDITOR'S NOTE.—From time to time answers to inquiries appearing on this page will be illustrated with drawings, showing graphically the points in question. This applies particularly to questions of packinghouse architecture, mechanical equipment, etc., and should prove a feature of added value to those who make use of this department.)

RECIPES FOR SAUSAGE MAKING.

A butcher in Utah asks this question: Editor The National Provisioner:

Can you give me reliable recipes for pork sausage, bologna and frankfurters?

Preparation for manufacturing Frankfurt style sausage is as follows:

Cure meats which are to be used for three to five days as follows: Take beef trimmings and run through $\frac{1}{8}$ in. plate on grinder. Next put them in mixer, adding per 100 lbs. of meats the following curing mixture: 3 lbs. salt (Michigan), 2 ozs. salt-petre, 8 ozs. granulated sugar; mix well; then pack these beef trimmings in open-headed tierces and keep tierces in cooler at 36 to 38 deg. F. for three to five days.

Pork trimmings are cured the same way and handled likewise. After the meat has been cured for three to five days it is ready to be used for sausage.

Take 60 lbs. of beef trimmings and 40 lbs. of pork trimmings, and grind through $\frac{1}{8}$ in. plate of grinder. Then put it in silent cutter or chopper. Add spices as follows: 8 ozs. ground white pepper, 6 ozs. coriander, ground, 2 ozs. cardamon seed, ground, 2 large onions. If desired also add about 25 lbs. water, and chop six or seven minutes, until it is chopped fairly fine. Take out and stuff in narrow hog casings or wide sheep casings. Links to be four or five inches long.

Then smoke for two to two and one-half hours, at a temperature about 120 deg. F. After smoking, cook the hog casing sausage 15 minutes at a temperature of 155 deg. F., and sheep casing sausage for 8 minutes at 155 deg. F. After cooking, shower for five minutes with cold water.

Preparation for manufacturing Bologna style sausage:

Meats used in this sausage are cured the same as those used in Frankfurt style sausage. When cured, take 70 lbs. beef trimmings and 30 lbs. pork trimmings and grind through $\frac{1}{8}$ in. plate of grinder, and then put into chopper or silent cutter. Spices per 100 lbs. are added as follows: 8 ozs. ground black pepper, 3 ozs. ground cloves, and 1 oz. garlic, if desired. Add also 20 per cent of water and chop about four or five minutes. Take out of chopper, and it is now ready to be stuffed.

It may be stuffed in beef rounds cut 18 inches long, or in beef middles cut 16 inches long, or beef bungs cut 16 inches long.

After stuffing, the sausage is smoked as

EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises W. B. Faris, general superintendent Morris & Company; Myrick D. Harding, general superintendent Armour & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; and Arthur Cushman, general superintendent Allied Packers, Inc.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

follows: Beef rounds, 2 hours at a temperature of 120 to 130 deg. F.; beef middles, 2½ hours, temperature 120 to 130 deg. F.; beef bungs, 3 hours, temperature 120 to 130 deg. F.

After the sausage is smoked it is then cooked as follows: Beef rounds, 20 minutes, temperature 155 deg. F.; beef middles, 35 minutes, temperature 155 deg. F.; beef bungs, 2½ hours, temperature 155 deg. F. After sausage is cooked, shower well with cold water for five minutes.

Preparation for manufacturing pork sausage:

Use fresh pork trimmings, about 50 per cent lean. Take 100 lbs. and grind through $\frac{1}{8}$ in. plate of grinder. Then put meat in mixer and add the following spices: 2½ lbs. fine salt (Michigan), 8 ozs. ground white pepper, 9 ozs. granulated sugar, 2 ozs. sage, $\frac{1}{2}$ oz. thyme, $\frac{1}{2}$ oz. ground allspice, $\frac{1}{2}$ oz. ginger. Mix well, then stuff in small hog casings and link off at about three inches. Then keep sausage in cooler until marketed.

SMOKED HAMS FOR DELICATESSEN.

The following inquiry is from a subscriber in Northwestern Canada:

Editor The National Provisioner:

Please advise me how to get the best results in preparing smoked hams for the delicatessen trade. I want to bone them for slicing on the machine and save as much shrinkage as possible in cooking.

Take 18 to 20 lbs. average hams, steam for 3 hours in water at a temperature of 70 deg. Fahr.; bone, fat and tie and smoke for 4 hours at a temperature of 100 to 120 deg. Cook in water of 160 deg. temperature for thirty minutes to the pound.

Boiled hams, to get the proper flavor and appearance, should boil on curing dates and not be allowed to get too old, as if they are boiled or handled before being thoroughly cured, they will not stand up, nor give satisfaction.

The Meaning of Service

The word service is from the Latin word Servitium, meaning—"Labor or effort for the benefit of another or at another's command." It is interesting to observe that the meaning is the same today as in the ancient Latin days and that undoubtedly service will be service until the end of time.

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MEAT FACTS AND FACTORS

In his statement on the situation created
by the recent agreement between Attorney
General Palmer and certain large packers,
Mr. J. Ogden Armour tells the public some
things that ought to be more generally
known.

The demand for limiting the activities of

the meat packers has been based on the
theory that such limitation would result in
increased competition and consequent low-
ered prices. Whether forbidding the pack-
ers to use their remarkably efficient dis-
tributing system for the economical han-
dling of other food products will result in
reduced—or increased—prices of those
products remains to be seen. Whether the
consequent increase in the "overhead" on
meats and packinghouse products will re-
sult in lower meat prices also is a ques-
tion which remains to be settled, though
prediction of the result here should not be
difficult to an intelligent business man.

"Lowering the price of meat," says Mr.
Armour, "is not so simple a matter that it
can be brought about by the stroke of a
pen." He calls attention to a fact which
should be blazoned in large black letters,
which is that the meat and by-product
business today is being conducted on a 15
per cent gross profit margin. That is, 85
per cent of what the packer gets for his
finished product goes for the raw material.
Out of the 15 per cent remaining comes
the cost of labor and other manufacturing
expense, all distributing and selling
charges, taxes and other items of business
expense.

What is left has to produce the packer's
net profits, which official government fig-
ures show to have been less than 2 per
cent on sales, or less than a dollar a year
profit on the quantity of meat consumed
by the average American. This is another
fact which cannot be repeated too often
for the information of the public. Mr.
Armour is entirely within the truth and
the facts when he declares that "service
such as the meat packers have been giving,
with profits such as have obtained, is
without parallel in the business world."

The future trend of meat prices, in Mr.
Armour's opinion, cannot be greatly af-
fected by the change in manner of conduct-
ing the packing industry. Having shown
that 85 per cent of the cost of the finished
product is represented in the cost of the
raw material—the live animal—it is plain
that the chief factor affecting meat prices
is here.

If livestock prices are high, meat prices
will be high, and vice versa. If it costs the
farmer more for feed and labor, it will cost
the packer more to produce and market
meat products. Viewing the trend of live
costs in recent years, Mr. Armour is not
inclined to expect cheaper meat should this
tendency continue.

These things are explained to the pub-
lic, together with the reason for making
the agreement with Attorney General
Palmer. These packers consider the good
will of the public their strongest asset, as

it is of any business. They made the
agreement with the Attorney General as
an added indication of their good faith,
and they now ask the public to respond
to this spirit and to give full consideration
to the problems of the meat industry.

POOR MAIL SERVICE

One department of public service pointed
to as an evidence of the fact that the gov-
ernment can conduct a public utility suc-
cessfully is the mail service. Our Post-
office Department has been pointed to with
pride as our model government depart-
ment.

It is so no longer. Government manage-
ment of the railroads during and since the
war is not the only argument opponents
of government operation now have at their
disposal. The breakdown of our postal
service is rapidly approaching in extent
and character the condition of our gov-
ernment-managed railroads. It may be due to
general economic conditions, and politics
may have some connection with it. The
fact remains, however, that even our first-
class mails are not handled with former
celerity and efficiency. And as for the
second-class mails, comprising the great
mass of news and educational publications
which must reach their readers through
the medium of the postoffice, the service
here is little short of wretched.

In some places it is worse than others.
Chicago is probably the shining example
of postal inefficiency, and here the situa-
tion is complicated by the refusal of Con-
gress to grant money for an adequate
building. The Chicago Post Office was
long ago outgrown, and now conditions
have reached such a stage that mail actu-
ally is piled on the sidewalks outside for
lack of room within the building. Second-
class mail often lies untouched for days
at a time. But Congress, in a fit of mis-
applied economy, refuses to relieve this
critical condition. Chicago is a vital
point in the nation's artery of mail com-
munications, and no one dares prophesy
what effects this mail congestion will have
on the country's business if continued
much longer.

What is true of Chicago is true else-
where throughout the country in lesser
degree. It is a condition the significance
of which is just beginning to dawn on
business men. The postal service is a
government monopoly, and must continue
as such. But if there are advocates of gov-
ernment ownership and operation of pub-
lic utilities in office who cherish the ad-
vance of their theories, it behooves them
to get busy and bolster up our postal
service.

TRADE GLEANINGS

The city of Winston-Salem, N. C., is about to erect an abattoir.

The Fort Wayne Beef Co., Fort Wayne, Ind., has increased its capital from \$60,000 to \$100,000.

The Allied Packers, Inc., are making extensive improvements to their plant at Fulton, W. Va.

Caldwell & Co. are rebuilding their plant, recently destroyed by fire with a loss of \$75,000.

The Erman Meat Co. has been incorporated with a capital stock of \$50,000 at Minneapolis, Minn.

The Greenwood Abattoir Co. has been incorporated with a capital stock of \$10,000 at Greenwood, S. C.

The new branch house of the Cudahy Packing Co. at Duluth, Minn., was formally opened last Wednesday.

The Alliance Packing Co., Alliance, Neb., has been incorporated by John W. Guthrie and others with a capital of \$1,500,000.

About 1,000 hogs and 200 cattle a day are now required to keep the Equity Co-Operative Packing Co., Fargo, N. D., supplied with work.

The Alabama Oil & Guana Co., Opelika, Ala., are rebuilding their recently burned plant, which was recently destroyed with a loss of \$150,000.

Armour and Co. have begun active construction work on an addition to their branch at Gary, Ind. The building when

completed will have cost in the neighborhood of \$50,000.

J. H. Allison Co., packers at Chattanooga, Tenn., have purchased the Mountain Spring Ice plant at that city, formerly owned by E. W. Scholze.

The Attalla Oil & Fertilizer Co., Attalla, Ala., are constructing a new factory to replace the one which was destroyed by fire a short time ago. The new building will cost \$150,000.

The Industrial Transportation Company's packing plant at Little Rock, Ark., has just commenced operations. The beginning capacity of the plant is 500 cattle and 1,200 hogs weekly.

A new company, capitalized at \$150,000, has formed at Snow Hill, N. C. to engage in the cotton oil milling business. J. C. Exum is president and H. Hicks, secretary and treasurer of the company whose name has not been announced.

The Des Moines Abattoir Co. has organized at Des Moines, Ia., with a capital stock of \$100,000. The officers of the new firm are: C. F. Percival, president; C. C. Grimes, vice-president, and Ed. Crawford, secretary and treasurer. The company will build a killing plant at once at 21st and Maury streets and will have a capacity of 50 cattle and 200 hogs daily.

Oscar G. Mayer, president of Oscar Mayer & Co., Chicago, after visiting his Madison, Wis., plant, reported on his return to Chicago that that plant was now running at capacity, handling 600 to 700 hogs, 50 cattle and 100 calves a day. The Mayer Company

recently took over the Farmers' Co-Operative Packing Co., and is now running under its own name.

STOCKS OF MEATS AND LARD.

A summary of cold storage holdings of frozen and cured meats on hand on February 1, 1920, is given as follows by the U. S. Bureau of Markets:

	Feb. 1, 1920	Feb. 1, 1919	Jan. 1, 1920	Jan. 1, 1919
Frozen Beef	251,878,575	294,513,641	261,812,398	298,818,463
Frozen Pork	104,528,772	104,708,446	55,550,951	61,538,855
Lamb and Mutton	7,797,358	11,359,111	10,289,777	12,759,743
Cured Beef:				
In process of cure	17,300,122	35,809,941		36,255,096
Fully cured	20,061,835		37,051,619	
Dry Salt Pork:				
In process of cure	178,672,647	471,746,878		457,251,064
Fully cured	169,456,153		262,619,867	
Pickled Pork:				
In process of cure	210,701,162	392,259,959		393,762,929
Fully cured	122,765,194		279,467,243	
Lard	97,096,613	138,352,989	62,613,764	164,274,280
Misc.	112,950,603	141,913,065	108,766,123	128,891,789

Comparison of holdings with those of previous months:

	Inc. or Dec. with Feb. 1, 1920	Over Previous Months.
	Feb. 1, 1919	During Jan., 1919
	Pounds.	Pounds.
Frozen beef	42,635,003	9,332,822
Frozen pork	179,674	48,977,821
Lamb and Mutton	3,561,753	2,492,419
Cured beef:		
In process of cure	1,552,116	310,438
Fully cured		
Dry salt pork:		
In process of cure	123,618,678	55,508,933
Fully cured		
Pickled pork:		
In process of cure		
Fully cured	58,793,003	53,969,113
Lard	41,250,376	94,482,849
Misc.	28,963,062	4,184,480

NOTE.—It will be noted that this report includes not only meats in storage, but also meats in process of curing in packinghouses, and in this month's report for the first time the government reports these separately.

THE FOREIGN EXCHANGE MARKET.

Perceptible declines were noted in quotations on foreign remittances Feb. 17, following the announcement of President Wilson's attitude toward the Adriatic agreement, which was construed by some international bankers as meaning an indefinite delay in signing the peace treaty. Demand sterling dropped almost 5 cents to \$3.34½; Italian lire dropped down 52 centimes to 18.29 for checks and French francs showed a decline of 25 centimes, checks selling at \$14.30. Swiss, Scandinavian and Antwerp remittances, which toward the latter part of last week showed evidence of steadier tones, were weak, dropping in most instances to lower levels. The President's protest to Great Britain and France as to the settlement of the Adriatic question resulted in a strong feeling that unless the President's views were accepted, the United States would feel inclined to withdraw its naval vessels now policing that territory, say late press dispatches, and accordingly a slight uneasiness prevails in the foreign exchange market.

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MEAT PACKERS
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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Steady—Hogs Firm—Demand Fair—Domestic Distribution Good.

The price movements during the week have been narrow and uninteresting. The net changes have been small. From the low price of the month ribs have gained about $\frac{1}{2}$ c a lb., but are 2c off from the high of the month. Lard has gained less than $\frac{1}{2}$ c a lb., with prices down also over 2c a lb. Pork has gained from the low about \$1.50 a barrel, but even with this gain is nearly \$4 a barrel under the high.

The developments during the week have been those of considerable uncertainty resulting from the labor situation, particularly as to the possibility of adjustment of the question in controversy, and whether there will be a strike or not. The situation in exchange has not been such as to facilitate exports, and there has been a very limited outward movement. The shipments have continued small, so that there is no help in the outward movement, and the reports are persistent that the foreign demand will be small. It is stated that France has reduced her buying, that England has cancelled some business, and the Central Empires are unable to straighten out their money question.

The hog movement has continued fairly liberal. The receipts for the past week were 422,000 at interior points, but this was only two-thirds of the movement for the crop compared with corresponding time last year. The movement of cattle decreased both compared with last week and last year. Under the influence of more moderate supplies there was a gain in price of all livestock, and the average for the week showed an advance. Hogs gained but slightly, while lambs gained nearly 75c a hundred. This week hog prices have continued very steady. The average weight of hogs is quite good, with the figures for the past week showing 252 lbs. against 236 lbs. last year, and 232 two years ago.

The monthly report of the U. S. Wheat Director, and the study of food supplies, has been issued giving the production and distribution of pork and beef products for the month of December and for the last six months of 1919. The total kill of hogs for December was 4,790,353, against 5,661,890 last year, and for six months the total kill has been 17,577,123, against 20,163,682 last year. The average weight of dressed hogs has been about two pounds heavier than last year, so that the decrease in dressed product was not quite in keeping with the decrease in the kill. The total decrease in dressed product was 394,000,000 pounds for the six months. The exports for the same period showed a decrease of 212,000,000 pounds, while the apparent domestic consumption increased fifty million pounds, and has reached for six months the enormous total of 4,450,000,000 pounds. The average price is about $1\frac{1}{2}$ c under last year.

A similar study of the beef situation shows a decrease in the kill for the six months of 1,153,000 head, with the total kill for six months 5,640,879, and for the corresponding time last year 6,793,880. The average dressed weight was 65 lbs. more this year than last year, with a total resulting product of 2,943,000,000 lbs. or only 100,000,000 lbs. less than last year. The enormous change in the movement has been the falling off in the exports, which amounted to 542,000,000 lbs. On the other hand the apparent consumption, being the domestic distribution for the period, amounted to 2,665,000,000 pounds, a gain of 100,000,000 pounds compared with last year. [See page 24 for complete report.]

The influence of price on other distribution, particularly as shown in cheese and butter, shows a very important decrease in cheese, with a total for 6 months of 88,695,000 lbs., a decrease of 51,000,000 pounds compared with last year. The change in the butter distribution, however, has been moderate, the decrease being only about 30,000,000 lbs., compared with last year, but in both there has been an important decrease in the exports.

The semi-monthly statement of hog products at Chicago showed a further important gain in lard, the increase in new lard stocks being 17,000,000 lbs. compared with a decrease of 8,000,000 lbs. in other lard. These were the figures compared

with a year ago. Compared with last month there was an increase of 5,000,000 lbs. There were also important increases in meats. The figures for product compared as follows:

	Feb. 15, 1920.	Feb. 1, 1920.	Feb. 15, 1919.
Mess pork, reg., lbs.	5,588	7,329	1,406
Lard, new, lbs.	37,800,571	31,381,503	20,642,080
Lard, old, lbs.	2,104,000	2,074,000	4,454,337
Other lard, lbs.	8,655,547	9,001,949	14,847,906
Short rib sides, lbs.	8,264,739	6,521,503	778,530
Extra S. C. sides, lbs.	1,610,964	1,195,827	1,008,668

PORK—The market was quiet the past week and easier, both in the east and at Chicago. Mess pork at New York was quoted at \$43@44, family \$52@53, and short clears at \$42@47. At Chicago cash pork was quoted at \$37.

LARD—Cash demand, both domestic and export, was very inactive, and the market weak, although some improvement occurred this week in the domestic cash trade. Prices, however, are at about the low point of the month. At New York city prime western was quoted at \$21@21.10, middle western \$20.90@21, city lard 20 $\frac{1}{2}$ c nominal, compound 23 $\frac{1}{2}$ @24 $\frac{1}{2}$ c, refined to the continent 25 $\frac{1}{2}$ c, South American 25 $\frac{1}{2}$ c, and Brazil kegs 26 $\frac{1}{2}$ c. At Chicago cash lard was quotable at \$2.25 off the May delivery.

BEEF—Cash trade remained very slow, and the market had a weaker undertone; mess was quoted at New York at \$16@18, packet \$17@19, family \$21@23, and extra India mess \$41@42.

SEE PAGE 31 FOR LATER MARKETS.

MEAT TRADE CONDITIONS.

Armour and Company say in their weekly review of the meat trade:

"Weekly prices for fresh pork cuts this week were coincident with a decline of hog prices. The smoked meat situation remains unchanged; domestic trade is good, with prices firm and considerable activity. The export situation holds forth no encouragement. Beef trade is still much disturbed by traffic conditions, although these are improving. There is better demand for beef as compared with last week. Prices have advanced in proportion to the advances in the livestock market. Cattle and sheep supplies have been light, as is usually the case at the opening of the Lenten season. Collections are generally satisfactory."

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Pork and Beef Situation for Six Months

Statistics of slaughters, stocks, exports and live and dead prices on both beef and pork for December and for the last six months of 1919 are reported as follows in the official statement of the U. S. Wheat Director, successor to the U. S. Food Administration in gathering and compiling these statistics:

PORK SITUATION.

	December, 1919	Total July 1, 1919, to Dec. 31, 1919.	December, 1918	Total July 1, 1918, to Dec. 31, 1918.
Inspected slaughter.....	4,790,353	17,571,125	5,061,890	20,163,682
Average dressed weight.....	167.48	169.94	161.8	167.50
Dressed product.....	803,246,000	2,987,102,000	916,094,000	3,381,469,000
Storage beginning of period.....	562,402,000	1,047,809,000	633,247,000	973,536,000
Storage end of period.....	671,651,000	651,651,000	909,904,000	869,904,000
Domestic exports:				
Fresh pork:				
Allies.....	1,868,806	6,548,625	48,172	3,689,813
Neutrals.....	22,961	673,517	2,301	8,761
Central Powers.....		2,019,460		
Canned pork:				
Allies.....	114,915	2,101,631	408,267	2,131,089
Neutrals.....	55,574	127,735	2,290	110,065
Central Powers.....	12	457		
Pickled pork:				
Allies.....	3,005,057	15,482,886	1,972,668	16,063,478
Neutrals.....	1,120,188	4,314,952	53,110	916,105
Central Powers.....	325	369,444		
Bacon:				
Allies.....	34,935,001	253,513,143	140,047,937	605,972,424
Neutrals.....	21,463,635	137,740,553	1,708,180	10,070,341
Central Powers.....	2,584,118	48,489,546		
Ham and shoulders:				
Allies.....	12,357,918	134,007,752	40,588,328	222,413,901
Neutrals.....	1,979,235	11,089,896	61,217	1,612,789
Central Powers.....	1,351,146	5,735,766		
Total pork:				
Allies.....	52,281,764	411,654,057	183,065,312	850,870,705
Neutrals.....	24,641,591	154,546,593	1,827,068	12,778,661
Central Powers.....	3,935,601	56,614,653		
Total pork.....	80,858,956	622,815,283	184,892,380	863,649,366
Lard:				
Allies.....	40,311,347	177,875,692	36,156,332	262,744,525
Neutrals.....	20,574,802	94,068,963	1,582,325	18,233,830
Central Powers.....	3,652,789	37,786,121		
Total lard.....	64,538,938	309,730,776	37,738,657	280,978,355
Grand total pork products.....	144,797,994	932,546,059	222,631,037	1,144,627,721
Increase or decrease in stocks.....	789,249,000	1396,158,000	1176,657,000	1633,632,000
Apparent consumption.....	569,199,000	2,450,714,000	516,806,000	2,400,475,000
Prices:				
Hogs, live (per 100 lbs.).....	13.555	16.482	17.557	18.024
Dressed hogs, lb.....	.235	.249	.263	.262
Bacon, lb.....	.327	.342	.453	.431
Lard, lb.....	.225	.206	.212	.251
Hams, lb.....	.248	.303	.367	.341

BEEF SITUATION.

	December, 1919	Total July 1, 1919, to Dec. 31, 1919.	December, 1918	Total July 1, 1918, to Dec. 31, 1918.
Inspected slaughter.....	990,187	5,640,879	1,159,785	6,793,880
Average dressed weight.....	512.46	521.79	428.00	447.91
Dressed product.....	492,000,000	2,943,378,000	496,388,000	3,043,047,000
Storage beginning of period.....	258,375,000	191,604,000	200,078,000	188,935,000
Storage end of period.....	297,631,000	297,631,000	330,508,000	330,808,000
Domestic exports:				
Fresh beef:				
Allies.....	2,421,673	29,822,515	88,869,589	505,143,772
Neutrals.....	75,832	16,126,921	2,561	293,293
Central Powers.....	3,564,264	31,026,392		
Canned beef:				
Allies.....	1,847,235	10,177,723	7,753,971	68,944,483
Neutrals.....	27,128	2,263,591	33,168	261,722
Central Powers.....	12,472	2,132,717		
Pickled beef:				
Allies.....	2,220,844	11,117,002	28,327,629	116,393,918
Neutrals.....	785,125	5,289,127	31,171	745,251
Central Powers.....	129,100	2,467,577		
Total beef:				
Allies.....	6,489,752	51,117,241	124,950,289	690,482,173
Neutrals.....	888,085	23,679,639	66,903	1,300,296
Central Powers.....	3,705,836	35,626,686		
Total beef.....	11,083,673	110,423,566	125,017,192	691,782,439
Oléo oil:				
Allies.....	2,160,777	19,772,803	3,746,063	20,654,688
Neutrals.....	3,175,822	15,017,383	200,078,000	2,240,601
Central Powers.....	672,053	3,752,508		
Tallow:				
Allies.....	1,681,492	14,607,945	5,019	1,334,354
Neutrals.....	1,536,969	9,090,405	18,970	131,186
Central Powers.....		632,939		
Total oléo oil and tallow.....	8,627,115	62,874,043	3,770,652	23,760,829
Grand total.....	19,710,786	173,297,609	128,787,844	715,543,268
Increase or decrease in stocks.....	138,656,000	1105,427,000	170,730,000	1141,873,000
Apparent consumption.....	633,633,000	2,604,653,000	296,870,000	2,185,621,000
Prices:				
Cattle, good native steers (per 100 lbs.).....	14.287	15.498	15.050	15.354
Beef carcass, lb.....	.235	.228	.245	.243
Steer loins No. 2, lb.....	.420	.380	.395	.363
Steer chucks No. 2, lb.....	.145	.146	.197	.211
Steer rounds No. 2, lb.....	.200	.214	.220	.245

†Increase. ‡Decrease.

CANADIAN HOG MARKETS.

Receipts of hogs at chief Canadian centers, with top prices for selects, compared to the same time a month ago and a year ago, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending February 12, 1920:

	Receipts	Top price selects.
Week Same Week	Week Same Week	Week Same Week
End'g Week End'g Week	End'g Week End'g Week	End'g Week End'g Week
Feb. 12 1919 Feb. 5 Feb. 12 1919 Feb. 5		
Toronto (U. S. Y.).....	5,351 5,761 8,620	\$19.50 \$17.75 \$19.50
Montreal (Pt. St. Chas.).....	1,248 1,360 913	19.75 17.25 20.75
Montreal (East End).....	1,237 471 584	19.75 17.25 20.75
Winnipeg.....	4,273 9,550 4,296	20.00 17.00 20.50
Calgary.....	1,204 3,648 831	21.00 17.15 21.00
Edmonton.....	495 995 817	20.25 15.25 20.25

CANADIAN MUTTON MARKETS.

Receipts of sheep and top prices for lambs at Canadian markets for the week ending February 12, 1920, are reported as follows, with comparisons:

	Receipts	Top Price Good Lambs.
Week Same Week	Week Same Week	Week Same Week
End'g Week End'g Week	End'g Week End'g Week	End'g Week End'g Week
Feb. 12 1919 Feb. 5 Feb. 12 1919 Feb. 5		
Toronto (U. S. Y.).....	595 2,123 1,298	\$20.00 \$16.25 \$20.00
Montreal (Pt. St. Chas.).....	115 239 195	17.00 17.25 16.50
Montreal (East End).....	337 204 231	17.00 17.25 16.50
Winnipeg.....	436 75 749	15.25 16.00
Calgary.....	774 44 1,415	13.50 15.50
Edmonton.....	44 115	13.00

CANADIAN CATTLE MARKETS.

Receipts of and top prices for cattle and calves at Canadian markets for the week ending February 12, 1920, are reported as follows, with comparisons:

	Receipts	Top Price Good Steers.
Week Same Week	Week Same Week	Week Same Week
End'g Week End'g Week	End'g Week End'g Week	End'g Week End'g Week
Feb. 12 1919 Feb. 5 Feb. 12 1919 Feb. 5		
Toronto (U. S. Y.).....	2,950 8,654 4,850	\$13.25 \$16.50 \$13.75
Montreal (Pt. St. Chas.).....	459 761 652	13.25 12.40 13.25
Montreal (East End).....	862 485 1,275	13.25 12.40 13.25
Winnipeg.....	2,320 2,594 2,482	12.00 15.00 13.00
Calgary.....	1,371 2,203 1,440	12.00 16.00 11.50
Edmonton.....	1,406 1,445 1,094	11.50 13.50 11.50
Receipts ————		
Week Same Week	Week Same Week	Week Same Week
End'g Week End'g Week	End'g Week End'g Week	End'g Week End'g Week
Feb. 12 1919 Feb. 5 Feb. 12 1919 Feb. 5		
Toronto (U. S. Y.).....	590 465 666	\$23.00 \$17.00 \$23.00
Montreal (Pt. St. Chas.).....	262 383 195	22.00 16.00 19.00
Montreal (East End).....	419 290 240	22.00 16.00 19.00
Winnipeg.....	74 55 96	13.00 11.00 14.00
Calgary.....	86 36 9.50	10.00
Edmonton.....	150 70 80	12.00 11.00 12.00

CENTRAL EUROPE MEAT EXPORTS.

Exports of meats and products to various European countries for the last six months of 1919 are reported as follows:

GERMANY — Bacon, 45,547,378 lbs.; hams and shoulders, 5,522,022 lbs.; lard, 29,916,269 lbs.; neutral lard, 950,837 lbs.; canned pork, 437 lbs.; fresh pork, 2,019,460 lbs.; pickled pork, 369,444 lbs.; total pork products, 84,325,847 lbs. Canned beef, 1,967,675 lbs.; fresh beef, 31,023,592 lbs.; pickled beef, 2,427,542 lbs.; oleo oil, 1,358,709 lbs.; tallow, 459,674 lbs.; total beef products, 37,237,192 lbs.

AUSTRIA-HUNGARY — Bacon, 2,931,992 lbs.; hams and shoulders, 151,716 lbs.; lard, 6,918,690 lbs.; total pork products, 10,002,398 lbs. Canned beef, 165,012 lbs.; pickled beef, 40,035 lbs.; oleo oil, 56,000 lbs.; tallow, 173,265 lbs.; total beef products, 434,312 lbs.

OTHER CENTRAL POWERS — Bacon, 10,176 lbs.; hams and shoulders, 62,028 lbs.; lard, 325 lbs.; total pork products, 72,529 lbs. Canned beef, 30 lbs.; fresh beef, 2,800 lbs.; oleo oil, 1,858,530 lbs.; total beef products, 1,861,360 lbs.

EXPORTS OF PROVISIONS

Exports of provisions from Atlantic and Gulf ports for the week ending Feb. 14, 1920, are reported as follows:

PORK, BBLs.			
	Week ended Feb. 14, 1920.	Week ended Feb. 15, 1919.	From Nov. 1, 19, to Feb. 14, 1920.
United Kingdom	305	45	730
Continent	100	436	4,282
So. and Cent. Amer. ....	.....	.....	489
West Indies	195	.....	4,151
Brit. N. A. Colonies .....	.....	.....	2,536
Other countries .....	.....	.....	105
Totals	600	481	12,253

BACON AND HAMS, LBS.			
United Kingdom	7,123,200	24,800,100	287,631,600
Continent	10,123,000	26,189,071	195,137,800
So. and Cent. Amer. ....	.....	.....	326,124
West Indies .....	.....	.....	2,126,756
Brit. N. A. Colonies .....	.....	.....	216,142
Other countries .....	.....	.....	260,516
Totals	17,246,200	50,989,171	485,099,338

	LARD, LBS.		
United Kingdom	4,746,600	7,164,050	50,700,100
Continent	6,106,116	11,208,441	138,675,812
So and Cent. Amer.		150,000	724,156
West Indies	86,000	388,000	1,973,769
Brit. N. A. Colonies			83,952
Other countries			100,696
Totals	10,938,716	18,910,491	192,258,425

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York.....	305	7,207,200	6,520,716
Boston.....		2,062,000	3,450,000
Philadelphia.....		2,851,000	40,000
Baltimore.....	100	3,658,000	624,000
New Orleans.....	195		86,000
St. John, N. B.....		1,408	223,000

	Total week	Previous week	Two weeks ago	Cor. week, 1919.
Total week.....	600	17,246,200	10,938,716	
Previous week.....	2,517	24,845,973	14,906,222	
Two weeks ago.....	625	40,876,000	10,392,132	
Cor. week, 1919.....	481	50,989,171	18,910,491	

	Comparative summary of aggregate exports from Nov. 1, 1919, to Feb. 14, 1920.	1919 to 1920.	1918 to 1919.	Change.
		lbs.	lbs.	lbs.
Pork.....	2,470,600	2,697,400	422,800	
Bacon and hams.....	485,699,338	432,596,796	153,102,542	
Lard.....	192,258,425	138,633,987	54,224,738	

†Decrease. ‡Increase.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market was very quiet the past week, and no transactions of any importance developed. In fact, no sales were reported the entire week. The undertone continued weak, with buyers' and sellers' views wide apart. Offerings were limited, but the situation in general showed little or no change, as the demand for greases remained quiet, and lard and cotton oil were constantly under pressure, and at about the month's low levels. Soap-makers, it was reported, were bidding 14c for special tallow, but the New York market for special loose was quoted at 14½c nominal, prime city 13¾c nominal, and edible at 17@18c. At Chicago packers' No. 1 was quoted at 14½@15c, and edible at 17@17½c. Foreign interest in the market remained quiet.

OLEO-STEARINE—The market on the whole was quiet and easy. There were some sales of oleo at New York at 19c in car-lots, but the transactions were said to be small. The weakness in the market is due to the heavy tone in tallow and to the action of other greases. At New York oleo was quoted at 19c nominal, and at Chicago at 18½@19c.

OLEO OIL—The market continued dull and featureless with the undertone easier, and prices lower in some quarters. Extra oleo at New York was quoted at 29c and at Chicago at 28½@29c.

SEE PAGE 31 FOR LATER MARKETS.

GREASE—The market was again slow with consumers inclined to hold off and await developments. A little firmer tone was reported in the western market. Yellow grease was quoted at New York at 12¼@12¾c and choice house at 12@12¼c. Garbage grease is nominally quoted at 11@11½c. At Chicago yellow grease was quoted at 13@13¼c and house at 13@13¼c.

NEATFOOT OIL—The market the past week was slow. Prices, however, are steadily held as supplies are not large, and consumers show some interest. 20° coldest at New York was quoted at \$2.10@2.15, 30° at \$2.05@2.10 per gallon, and prime at \$1.70@1.75 per lb.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Feb. 20.—Quotations on green and sweet pickled meats, f. o. b. Chicago, here, are as follows:

Regular Hams—Green, 8@10 lbs. avg., 26½c; 10@12 lbs. avg., 26c; 12@14 lbs. avg., 25¾c; 14@16 lbs. avg., 25½c; 16@18 lbs. avg., 25¼c; 18@20 lbs. avg., 25¼c. Sweet pickled, 8@10 lbs. avg., 26c; 10@12 lbs. avg., 25½c; 12@14 lbs. avg., 25¼c; 14@16 lbs. avg., 24¾c; 16@18 lbs. avg., 24¼c; 18@20 lbs. avg., 24¾c.

Skinned Hams—Green, 14@16 lbs. avg., 26½c; 16@18 lbs. avg., 26¼c; 18@20 lbs. avg., 26c; 20@22 lbs. avg., 25c; 22@24 lbs. avg., 24c. Sweet pickled, 14@16 lbs. avg., 25¼c; 16@18 lbs. avg., 25c; 18@20 lbs. avg., 24¾c; 20@22 lbs. avg., 24½c; 22@24 lbs. avg., 23½c.

Picnic Hams—Green, 4@6 lbs., avg., 16¾c; 6@8 lbs. avg., 15¾c; 8@10 lbs. avg., 15¼c; 10@12 lbs. avg., 15c. Sweet pickled, 4@6 lbs. avg., 16½c; 6@8 lbs. avg., 15½c; 8@10 lbs. avg., 15c; 10@12 lbs. avg., 14½c.

Clear Bellies—Green, 6@8 lbs. avg., 33c; 8@10 lbs. avg., 29½c; 10@12 lbs. avg., 26c; 12@14 lbs., 24c; 14@16 lbs., 23c. Sweet pickled, 6@8 lbs. avg., 28c; 8@10 lbs. avg., 26c; 10@12 lbs. avg., 25c; 12@14 lbs. avg., 22½c; 14@16 lbs. avg., 21½c.

JAN. OLEO. OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of January, 1919, was 16,420,908 pounds uncolored and 384,912 pounds colored, a total of 16,805,820 pounds. This is nearly two million pounds less than the output for the preceding month and almost five million pounds less than the same month a year ago. Renovated butter produced in the Chicago district in January totalled 144,935 pounds.

Oleomargarine production in the Chicago district by months for the past year is as follows:

	Pounds.
December, 1918	18,942,583
January, 1919	21,528,873
February	10,241,265
March	14,963,527
April	16,578,853
May	16,184,166
June	9,236,138
July	11,542,114
August	13,139,797
September	13,223,982
October	17,821,072
November	18,436,966
December	18,673,955
January, 1920	16,805,820

SWIFT & CO. 1920 YEAR BOOK.

Swift & Company's 1920 year book, which has just been issued, is a sixty-three page booklet of unusual attractiveness, having as a part of the cover design a facsimile of the famous "Swift dollar" showing the distribution of the sales dollar as follows: 85.4 per cent for livestock or raw product; 13 per cent for labor and other expenses; leaving a profit of 1.6 per cent.

The book includes a general resume of conditions internally and externally. It indicates steps of advancement toward benefiting the conditions of employees; contains the annual presidential address, which deals with the company's business volume, new improvements contemplated and changes effected during the preceding year.

Important statistics concerning live-

stock receipts and costs are dealt with, showing the variations in price resulting from a large or small supply. Brief explanations follow, showing that the retailer is not to blame for fluctuations in his prices because of the unstable market and other adverse conditions in the form of car shortage, weather and legislation.

With regard to controlling the meat industry, the booklet says in part: "Each packer is an independent, individual unit. There are innumerable evidences of the keen competition that exists, and of the fact that the much abused law of supply and demand works out more perfectly and more obviously than in perhaps any other industry." A statistical review follows, sustaining these statements.

In conclusion, the booklet deals with the company's service in the war, and tells briefly the nature of the enormous orders which were often filled on very short notice; of the quantity of meats supplied; and of the fact that over 8,000 of its employees responded to the call to the colors. A supply of the booklets is on hand for the many friends of the company.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Feb. 19, 1920.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 32@34c; green hams, 8@10 lbs. avg., 30c; 10@12 lbs. avg., 30c; 12@14 lbs. avg., 29c; green clear bellies, 8@10 lbs., 30c; 10@12 lbs., 28c; 12@14 lbs., 26c; green rib bellies, 10@12 lbs., 26c; 12@14 lbs., 25c; sweet pickled clear bellies, 6@8 lbs., 25c; 8@10 lbs., 26c; 10@12 lbs., 25c; 12@14 lbs., 24c; sweet pickled rib bellies, 10@12 lbs., 25c; 12@14 lbs., 24c; sweet pickled hams, 8@10 lbs., 29c; 10@12 lbs., 27½c; 18@20 lbs., 27½c; city steam lard, nominal, 20½c; compound, 24c; dressed hogs, 23¼c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 26@27c; 10@12 lbs., 25@26c; 12@14 lbs., 24@25c; 14@16 lbs., 23@24c; skinned shoulders, 20c; boneless hinds, 26c; Boston butts, 22@23c; lean trimmings, 20c; regular trimmings, 16c; spareribs, 18@19c; neck ribs, 6c; kidneys, 8c; tails, 10c; livers, 2c; pig tongues, 21c.

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Vegetable Oils Discriminated Against

Charges of discrimination by the government against domestic vegetable oils and in favor of dairy products are made in a letter written to Congressman Almon by John T. Ashcraft of Florence, Ala., a recognized champion of vegetable oils and Southern products. It was probably the last article written on this subject by Mr. Ashcraft before his death, notice of which appeared in the last issue of The National Provisioner.

Mr. Ashcraft cites the 1918 Year Book of the Department of Agriculture as a striking example of the favoritism shown dairy products, and the ban put upon any publicity for vegetable oils. He compares the value of the two classes of products, and their volume of production in the United States, and states the case in very plain language.

The letter is as follows:

Vegetable Oil Production vs. Butter.
Hon. E. B. Almon, M. C.,
Washington, D. C.

Dear Judge:

I am just in receipt of the 1918 Year Book of the U. S. Department of Agriculture, for which I thank you. This Year Book is quite as interesting to the Southerner for some of the things it does not contain as for many of those it does contain.

The South produces annually just about twice as much vegetable oils as the whole United States produces creamery butter, and she produces one hundred times as much vegetable oil as she herself produces creamery butter. These vegetable oils have a food value of 4,080 calories per pound, as compared with butter 3,264 calories per pound.

These vegetable oils have a digestive availability as follows: Peanut oil, 98.3%; cottonseed and soya bean oil, 97.8%; as against butter-fat (only 80% of butter is butter-fat), 96.9%.

Notwithstanding their superior food value, these oils sell at about one-third to two-fifths of the selling price of butter.

I believe very few people even ask the question why this is so; yet one of the big reasons why it is so may be found in the 1918 Year Book of the U. S. Department of Agriculture.

Turn to its pages. Notice the splendid attention of the Department to the dairy and all its products. Then turn to the vegetable oils and the seeds from which they are produced and the uses to which those oils are put.

I believe this suggests a study in comparisons which would be highly interesting to the Southern Congressmen if only they had the time to make such a study. I haven't the slightest idea that Mr. Haugen (Congressman Haugen of Iowa) would remain quiet a single day, if the government should make the same discrimination in favor of the great Southern food product which it makes in favor of the great Northern and Western food products.

Then a large percentage of all the materials used in the production of oleomargarine now consists of Southern vegetable oils; and about 350,000,000 pounds of the American food supply consists of oleomargarine. This food is manufactured under the supervision of the U. S. Department of Agriculture. Yet not one word of reference is made to this big item of food supply in the Year Book. If any effort has been made by the Department to improve or enlarge this food supply, or to amplify the industry in any way not a single reference is made to such effort in the Year Book.

Has Not Even Made Experiments.

Scientists and business men have been making investigations and experiments in the hydrogenation of these oils, upon the success of which the prosperity of the South largely depends. All these investigations and experiments are secret processes. If the U. S. Department of Agriculture has been making any experiments or doing any other thing to improve the extraction, refinement and the amplification of the uses of these oils, nothing is said about it in the Year Book.

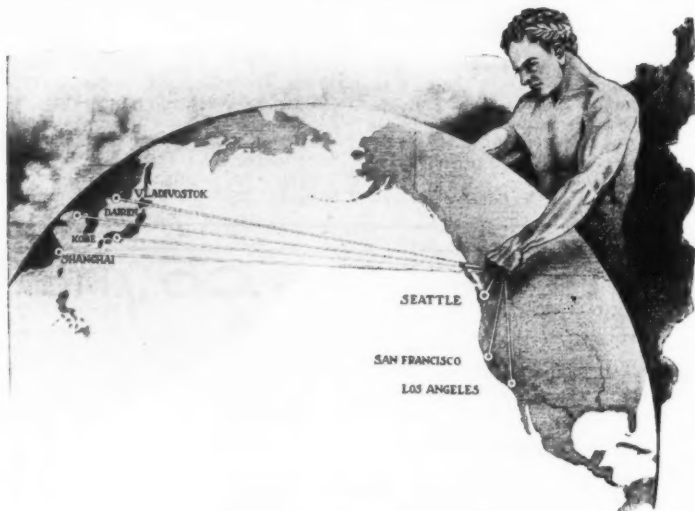
The Year Book has a most interesting statement with respect to the efforts of the Department in teaching the manufacture and various uses of cottage cheese, but the article itself points out that cottage cheese is a highly perishable food. It is known to the scientists that, if instead of making cottage cheese from skim-milk, the Department would teach the people how to replace the butter-fat which has been extracted with vegetable oils, and then make cheese of the mixture, we would have a cheese which is both palatable and can be kept for long periods of time, and which can be transported over great distances.

Not a word is said about the possibility of developing such an industry. Such a cheese is one of the most complete substitutes for meat known to man. It conserves and preserves the proteins and salts of the milk, which take the place of the proteins and salts in the meat, and then it carries the proper proportion of fat, whereas the perishable cottage cheese lacks this fat proportion.

Congress Destroyed an Industry.

But Congress itself may be to blame for this situation with respect to oleomargarine and filled-cheese, because it has imposed licenses upon the makers and distributors of these foods and taxes upon the foods themselves to such an extent that the oleomargarine industry is greatly hampered, and centralized in only a few

(Continued on page 29.)



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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Consuming Demand Unimproved — Price Movements Irregular — Vegetable Oils Quiet — Cotton Oil Active and Weak.

Trading in cottonseed oil on the New York Produce Exchange has been maintained on a very liberal scale during the past week. Price changes have been more irregular, but the undertone was weak. During the latter part of last week the market rallied $\frac{1}{2}$ c to $\frac{3}{4}$ c per lb. from the low levels of the month, mainly on covering by shorts and with some support from trade interests, but weakness again developed the early part of this week, and on Wednesday prices were within a very few points of the month's low level. At the low point the market showed a decline of more than $1\frac{1}{4}$ c to $1\frac{1}{2}$ c per lb. from the high of the month, while the May and July deliveries were off 3c to 3 1-3c per lb. from the high of the season. In the meantime, the lard market followed much the same course, with prices early this week near the low of the month and off $4\frac{1}{2}$ c per lb. from the season's high.

The rally last week was due to the better tone in foreign exchange rates for a time, but there was a noticeable absence of any important speculative demand, and it was evident that on the bulges selling pressure increased. When the demand from shorts was satisfied, the market this

week broke sharply, under active selling by commission houses with extensive Western and Southern connections, pressure from the professional element, and with a renewal of long liquidation. There was evidence of scattered hedge pressure against crude oil purchases, and the best support continued to come from refining interests.

The selling the past week has been due to a large extent to the fact that conditions within the market itself continue as bearish as ever. There has been no improvement in distribution, the demand from consumers continuing of a hand-to-mouth character, while pure lard continued to undersell compound by the wide margin of nearly three cents a pound. As a result, fresh business in compound is at a standstill. Tallow and other oils were unsteady, while lard was weak most of the time, and unsettlement continued in the cotton and financial markets.

There has been no important betterment in the foreign financial situation as yet, and in addition there were many pessimistic statements in regard to the possible European absorption of provision supplies in the near future. The statement attracting most attention came from the Institute of American Meat Packers, and on the whole was very discouraging, particularly in regard to Germany, indicating that while the German government was in need of supplies, it was unable to furnish suitable currency for purchases.

In well informed quarters it is claimed that the supplies of both refined and crude oil continue to accumulate. On Thursday

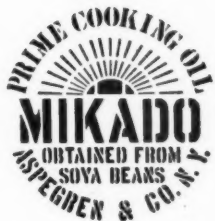
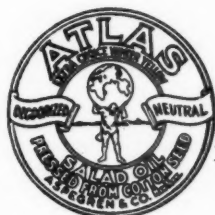
the Census Bureau report on cottonseed and cottonseed products was issued, and the figures pointed to a continued disappointing distribution. In addition there was an enormous increase in the Chicago lard stocks the first half of the month, the gain in all kinds amounting to more than twenty-four million pounds. In some quarters it was stated that the statistical position of the grease situation is as bearish as it has been at any time in the history of the trade. Supplies of all greases are fair to large, while the demand has been abnormally small, in comparison with the consumption during the war.

A feature which attracted much attention in cotton oil circles was the renewed effort on the part of the Department of Justice to bring about a lower cost of living, and by seizing much food supplies in store. This was taken as an indication of another general drive against all commodity prices, and it was thought that this move would be one of the Government's most strenuous efforts to reduce prices, as considerable pressure has been put on the officials at Washington by the labor element throughout the country, and particularly by the railroad unions.

The market for crude cottonseed oil the past week was a little more active, and the undertone was easier. In the South-east, however, prices were well maintained at around the $18\frac{1}{2}$ c level, but in the Valley crude oil was purchased on the folio basis at $16\frac{3}{4}$ c to 17c, and in Texas at 17c. In Arkansas sales were reported at slightly less than 17c. The break in the future market apparently has loosened up crude

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oil holders somewhat, and should future prices decline, a lower level for crude oil is believed to be more than likely.

The market for vegetable oils during the week was very quiet, but the undertone was steady. Consuming demand, however, continued disappointing, but offerings were more firmly held, particularly on the coast, owing to some demand from shorts. Refiners and soap-makers were not bidding as aggressively as heretofore, but imports on the Coast were not so heavy. European demand, however, was lacking, and it appeared as though this demand had been satisfied by recent purchases from the Orient. There was, however, less talk of offering from England to this market, notwithstanding the fact that sterling showed

only a slight improvement from the record low levels.

SOYA BEAN OIL.—The market was quiet but firmer the past week, particularly crude oil on the coast. Holders advanced prices, and quoted sellers' tanks for Feb. shipment at 17c f. o. b. the coast, while March and April were quoted at 16½c and May and June at 16½c. Consuming demand was slow, and the inquiry mainly from shorts. Spot soya bean at New York in barrels was quoted at 18½@18¾c, and deodorized at 21@22c.

PEANUT OIL.—Trading was on a small scale, with interest from consumers lacking. The market was nominally unchanged. Oriental oil in sellers' tanks on the coast was quoted at 21½@22c, while deodorized in barrels at New York was quoted at 26@27c.

CORN OIL.—Offerings are very scarce, and the market is strong. Consuming demand is fairly active, but in some quarters it is intimated that the outturn is disappointing at present, and leading refiners are not willing sellers. Crude corn oil at New York was quoted at 19½c, and refined on a basis of about 23½c.

COCOANUT OIL.—The market continued inactive, but prices were steady with offerings rather limited. Demand for spot oil was also slow. Manila cocoanut oil in sellers' tanks from the coast was offered at 17¾c f. o. b., with the market for Ceylon at New York in barrels at 18½@18¾c. Cochin 20@21c, and deodorized 21@21½c. Copra at New York is quoted at 12c nominal.

PALM OIL.—The market was very quiet and about steady. Consuming demand appeared satisfied for the moment. Lagos in casks at New York were quoted at 16¾@17c, Niger 15¾@16c, and palm-kernels in barrels 20@21c.

COTTONSEED OIL.—Market transactions.

Thursday, Feb. 12, 1920.

Holiday.

Friday, Feb. 13, 1920.

Market closed firm.

**COTTONSEED SOAP 65%
CASTOR OIL****UNITED MERCANTILE CO., Inc.**

BOSTON

25 Beaver Street, New York
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**OLIVE OIL FOOTS
PALM OIL****HARDENED EDIBLE OILS**

MADE FROM

VEGETABLE OILS OF ALL KINDS

Oils Hardened to Order

The American Oil Treating and Hardening Co.

CINCINNATI, OHIO, U. S. A.

The Procter & Gamble Co.

Refiners of All Grades of

COTTONSEED OIL

Boreas, Prime Winter Yellow
Venus, Prime Summer White
Jersey Butter Oil
Aurora, Prime Summer Yellow

Puritan, Winter Fressed Salad Oil
White Clover Cooking Oil
Marigold Cooking Oil
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Refineries: IVORYDALE, O.
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.

General Offices:
CINCINNATI, OHIO
Cable Address: "Procter"

	Sales.	Range.		Closing.	
		High.	Low.	Bid.	Asked.
Spot				1950	a 2075
Feb.				2000	a 2060
Mar.	500	2080	2080	2050	a 2090
May	15100	2085	2045	2075	a 2079
June				2080	a 2105
July	8400	2110	2089	2106	a 2108
Aug.				2100	a 2125
Sept.				2050	a 2100
Total sales 26,100 Prime Crude S. E., 18-19c.					

Saturday, Feb. 14, 1920.

Market closed steady.

	Sales.	Range.		Closing.	
		High.	Low.	Bid.	Asked.
Spot				1950	a 2070
Feb.				2000	a 2070
Mar.				2050	a 2075
May	2000	2085	2065	2078	a 2080
June				2080	a 2110
July	500	2100	2098	2100	a 2115
Aug.				2100	a 2120
Sept.				2040	a 2110
Total sales 3,900 Prime Crude S. E., 18-19c.					

Monday, Feb. 16, 1920.

Market closed strong.

	Sales.	Range.		Closing.	
		High.	Low.	Bid.	Asked.
Spot				2000	a 2100
Feb.				2010	a 2090
Mar.	600	2087	2070	2087	a 2088
May	4000	2095	2076	2093	a 2096
June				2100	a 2125
July	5500	2125	2105	2125	a 2126
Aug.				2120	a 2140
Sept.				2070	a 2110
Total sales 10,100 Prime Crude S. E., 18-19c.					

Tuesday, Feb. 17, 1920.

Market closed active and easy.

	Sales.	Range.		Closing.	
		High.	Low.	Bid.	Asked.
Spot				1950	a 2085
Feb.				2000	a 2070
Mar.	1300	2080	2070	2075	a 2076
May	3700	2082	2072	2075	a 2078
June	500	2100	2100	2090	a 2105
July	20000	2117	2103	2105	a 2108
Aug.				2105	a 2120
Sept.				2050	a 2100
Total sales 27,300 Prime Crude S. E., 18-19c.					

Wednesday, Feb. 18, 1920.

Market closed active and weak.

	Sales.	Range.		Closing.	
		High.	Low.	Bid.	Asked.
Spot				1950	a 2040
Feb.				1950	a 2040
Mar.	2800	2062	2030	2030	a 2035
May	4800	2065	2030	2037	a 2039
June				2040	a 2070
July	14700	2092	2062	2066	a 2068
Aug.				2070	a 2080
Sept.				2025	a 2065
Total sales 22,500 Prime Crude S. E., 18-19c.					

SEE PAGE 31 FOR LATER MARKETS.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)
New Orleans, La., Feb. 19, 1920.—Prime crude cottonseed oil firmly held at 17½c. Texas; 18c Valley and Southeast. Practically none offering, holders expecting advance immediately following the completion of the winter run hogs. Off crude dull, 17c pound bid. Basis prime cake meal dull, unchanged. Hulls steady at \$9.75 loose; \$15 sacked, New Orleans.

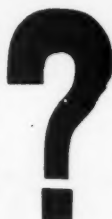
Memphis.

(Special Wire to The National Provisioner.)
Memphis, Tenn., Feb. 19, 1920.—Basis prime crude cottonseed oil weak at 16¾c. Good 7% meal steady, \$69. Hulls firm at \$11 bulk; \$17 sacked.

COMPLETE

FOR THE PRODUCTION OF VEGETABLE OILS; HYDROGENATED OILS, COMPOUND, SALAD OIL, MARGARINE, TALLOW AND LARD OILS, DISTILLATION OF FATTY ACIDS.
INSTALLATIONS PACKING HOUSE BY-PRODUCTS
SIECK & DRUCKER, Engineering Specialists
608 S. DEARBORN ST., CHICAGO, ILL. **of PLANTS**

**COTTONSEED
SOYA BEAN
PEANUT
COPRA
VELVET BEAN**



**Do you crush any or all of these?
Do you know that the
ANDERSON OIL EXPELLER
is the Press that is getting the results?**

It is better than the hydraulic press because of the superior quality of oil, cake and meal it turns out; because of its great saving in cost of production; because of the greater simplicity in method of manufacturing. Write for information to

THE V.D.ANDERSON COMPANY, Cleveland, Ohio, U.S.A

EXPORTS OF VEGETABLE OILS.

Exports of vegetable oils for the last six months of 1919 to Central European countries are reported as follows:

GERMANY—Cottonseed oil, 11,563 lbs.; corn oil, 581,326 lbs.; linseed oil, 7,000 gals.; all other vegetable oils, 716,995 lbs.

AUSTRIA-HUNGARY—Corn oil, 646,868 lbs.; linseed oil, 12,100 gals.; other vegetable oils, 5,502 lbs.

OTHER CENTRAL POWERS—Cottonseed oil, 1,279,655 lbs.; linseed oil, 1,763 gals.; other vegetable oils, 170 lbs.

SETTLE ON LINTER CONTRACTS.

After conference in Washington representatives of the cotton oil mill interests came to an understanding with the federal government representatives regarding settlement for linters made in 1918-19. The government will take up the full 150,000

bales of linters made after December 31, 1918, and will pay storage and insurance charges on linters for the period after September 1, 1919, upon proper showing to Explosive Section Ordnance Department, Washington, D. C. It is still hoped to get from the government the equivalent of \$6.77 per ton of seed crushed in the 1918-19 season, where the government regulations have been complied with.

AGAINST VEGETABLE OILS.

(Continued from page 26.)

concerns, while the filled-cheese industry was wholly destroyed. Thus one of the best markets for our Southern oils is materially limited and another wholly destroyed.

The report in the Year Book on cottage cheese shows that the skim-milk resulting from butter making has a food value equal to the entire beef consumption of the

American people. A large proportion of this skim-milk which is now wasted could be conserved and preserved in a most palatable form by the enlargement of the oleomargarine and filled-cheese industries.

Yet, strange to say, the National Dairy Union is able to keep not only the Department of Agriculture quiet as a mouse on this great question, but is even able to keep Congress itself quiet, while billions of pounds of skim-milk go to waste, and while millions of pounds of vegetable oils which should go into palatable foods are now diverted to other purposes.

But the farmers of the South and the cattlemen of the West are beginning to wake up, as may be seen by the strong resolutions now being adopted at almost every meeting held by them.

I know you have many exacting duties, my dear Judge, but I do wish you could find time to give this great question a little agitating attention.

Sincerely your friend,

JOHN T. ASHCRAFT.

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Mitsui Bussan Kaisha Ltd.

Offices in Every Important City in the World

**DIRECT IMPORTERS FROM
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CHINA WOOD OIL
JAPAN VEG. WAX
CHINESE VEG. TALLOW
WHITE GREEN
CHINESE ANIMAL TALLOW

RICE

SIAM GARDEN RICE
SIAM RICE NO. 1
SIAM USUAL RICE
SAIGON RICE NO. 1
SAIGON PYCHOW RICE NO. 1
CALCUTTA PATNA RICE NO. 1
RANGOON SQ. RICE

BEANS

MARU-UZURA—CRANBERRY ROUND
CHUNAGA-UZURA—MEDIUM SPECKLED
CHUFUKU—WHITE FLAT
DAIFUKU—LARGE BUTTER
DAINAGON—MEDIUM BABY RED
KOTENASHI—PEA BEANS
KUMAMOTO—WHITE KIDNEY
KINTOKI—LARGE RED
MUROINGEN—MEDIUM BUTTER
NAGAUZURA—LONG SPECKLED
OHTENASHI—MEDIUM PEA BEANS
PEA BEANS
SHIROMARU—MARROW
SOYA
RANGOON WHITE



PRODUCE

EGG ALBUMEN
EGG YOLK
DRIED GINGER
CASSIA
MUSTARD SEED
SESAME SEED
POPPY SEED
AJOWAN SEED
POTATO FLOUR
TAPIOCA FLOUR
BEAN FLOUR
RICE FLOUR
PEANUTS—
SHELLED AND UNSHELLED
WALNUTS
BEAN CAKE
CRAB MEAT
DRIED FISH
CANNED FISH

mitsui & co., limited

65 BROADWAY

NEW YORK

TEL. BOWLING GREEN 7530

OIL DEPT.

PRODUCE DEPT.

Another **FEDERAL**

When Does a Motor Truck Give A-No. 1. Service?

"All the time—if the service it gives is A-No. 1."

That is the answer given by the traffic manager of the Star Cash Grocers, of Houston, Texas.

"Of course, any truck will need attention now and again, just like other mechanisms,—but for an economical buy, give me the truck that doesn't have to be coddled into giving A-No. 1 service," this traffic man declares.

"That's why I like the Federal. It stands up and does a full day's work and repeats its good performance day after day without a murmur from motor or transmission or any other part. It's a willing, peppy truck with real stamina,—a truck that doesn't simply get by, but which delivers service, untiring service, in a big, generous way that makes money for the owner."

The Federal is emphatically popular in wholesale grocery business. Did you ever pause to ask the reason why? The answer may mean much to you in low cost, satisfactory truck service. The next time you are thinking of buying trucks, get acquainted with Federal.

Traffic News—the Magazine of Haulage—sent free on request.

FEDERAL MOTOR TRUCK COMPANY
61 FEDERAL STREET DETROIT, MICHIGAN

*"Shorten the Miles
to Market"—"Use
Motor Trucks"*



This one-and-one-half-ton Federal is owned by the Star Cash Grocers of Houston, Texas. Read about it.

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

The week end found the market very quiet, with slight change the past few days. Considerable covering developed in the future market today. The market was dull and steady with a lack of general interest. Meats have been in slow demand and lard has been depressed by the action of oils at New York. Stocks of lard are large, and while packing has further decreased, stocks are increasing steadily. Exchange conditions have not improved and export shipments are at a minimum. Bad transportation conditions are restricting shipments, both domestic and export. The country is not moving livestock as freely as previously, due to the recent decline in livestock values, but the quiet position of trade practically offsets the smaller movement. The Lenten season is affecting all meat consumption.

Cottonseed Oil.

Cottonseed oil broke further under the influence of the Census Bureau report and the further weakening in crude oil today. The market was under pressure and showed small change, with a large mixed trade.

Crude oil in the Southeast sold at 18c, while in the Valley sales were made at 16½c, and in Texas at 16½c.

The Census Bureau report issued Thursday showed cottonseed receipts this season, 3,435,000 tons, only 195,000 tons less than last year. Seed crushed was 2,986,000 tons, or 162,000 tons more. Stocks on hand, 473,000 tons, or 373,000 tons less. Crude oil produced, 9,000,760,000 lbs., an increase of 85,657,000 lbs. On hand, 189,873,000 lbs., an increase of 52,420,000 lbs. Refined oil produced 601,333,000 lbs., a decrease of 3,990,000 lbs. Stocks on hand, 249,432,000 lbs., an increase of 16,505,000 lbs.

Domestic distribution increased somewhat in January. Total domestic distribution of refined oil this season is now 84,037,000 lbs. less than last year, or at the rate of 425,000 barrels for the year. Smaller seed stocks are offset by the larger crude and larger refined stocks on hand. Exports have been 64,336,000 lbs. against 54,691,000 lbs. last year.

Closing quotations on Friday: March, \$19.88@19.95; May, \$20.15@20.19; July, \$20.39@20.40.

Tallow.

City special loose firmer and nominally ½c higher, with sales 200 drums at 15c.

Oleo Stearine.

Market weaker at 18c. Extra oleo oil at 29c.

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, Feb. 20, 1920.—Spot lard at New York, prime Western, \$20.90@21.00; Middle West, \$20.80@20.90; city steam, \$20.36½@20.50; refined continent, \$25.50; South America, \$25.75; Brazil kegs, \$26.75; compound, 23½@24½c.

Marseilles Oils.

Marseilles, Feb. 20, 1920.—Copra, fabrique, —fr; copra, edible, —fr; peanut, fabrique, —fr; peanut, edible, —fr.

Liverpool Produce Markets.

Liverpool, Feb. 20, 1920.—(By Cable.)—The British government has control of the market and no quotations are available. Australian tallow at London not quoted.

Hull Oil Markets.

Hull, England, Feb. 20, 1920.—(By Cable.)—Refined cottonseed oil, 126s; crude, 117@118s.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Feb. 20, 1920, show exports from that country were as follows: To England, 100,571 quarters; to the Continent, 21,810 quarters; to other ports, nothing. The previous week's exports were as follows: To England, 20,448 quarters; to the Continent, 61,013 quarters; to other ports, nothing.

PACKERS' PURCHASES

Purchases by packers at leading centers for the week ending Feb. 14, 1920, are reported as follows:

Chicago.	Cattle.	Hogs.	Sheep.
Armour & Co.	6,926	9,800	14,631
Swift & Co.	7,629	12,200	17,248
Morris & Co.	6,106	7,900	10,395
Wilson & Co.	5,339	7,300	7,645
Anglo-Amer. Prov. Co.	1,239	8,000	.....
G. H. Hammond Co.	3,653	6,500	.....
Libby, McNeill & Libby.	953	.....	.....
Brennan Pkg. Co.	3,800	hogs; Miller & Hart, 2,600	hogs; Boyd, Lunham & Co., 7,500
hogs; Independent Pkg. Co., 4,000	hogs; Western Pkg. & Prov. Co., 11,300	hogs; Roberts & Oake, 3,100	hogs; William Davies Co., 2,200
hogs; others, 15,700	hogs.	hogs.	hogs.

Omaha.	Cattle.	Hogs.	Sheep.
Morris & Co.	2,501	7,343	5,091
Swift & Co.	4,162	9,270	8,424
Cudahy Pkg. Co.	1,096	10,406	9,520
Armour & Co.	3,420	10,503	10,633
J. W. Murphy.	.....	11,702	.....
Swartz & Co.	.....	3,944	.....

Kansas City.	Cattle.	Hogs.	Sheep.
Armour & Co.	2,965	4,894	6,394
Powder Pkg. Co.	308	.....	1,844
Wilson & Co.	3,393	5,243	7,383
Swift & Co.	4,185	4,600	4,812
Cudahy Pkg. Co.	3,686	5,488	4,626
Morris & Co.	3,882	6,573	3,691
Others	277	180	13

St. Louis.	Cattle.	Hogs.	Sheep.
Morris & Co.	2,714	5,096	1,903
Swift & Co.	2,969	5,989	1,109
Armour & Co.	3,310	3,412	1,147
East Side Pkg. Co.	270	.....	.....
Independent Pkg. Co.	304	.....	130
Krov Pkg. Co.	252	.....	.....
American Pkg. Co.	123	.....	.....
Heil Pkg. Co.	11	.....	.....
Others	729	.....	845

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Feb. 14, 1920:

CATTLE.		
Chicago	60,100	
Kansas City	19,786	
Omaha	13,922	
East St. Louis	20,000	
St. Joseph	11,100	
Sioux City	6,821	
Cudahy	905	
Ottumwa	900	
South St. Paul	13,368	
New York and Jersey City	9,226	
Oklahoma City	1,645	
HOGS.		
Chicago	146,000	
Kansas City	28,392	
Omaha	37,640	
East St. Louis	75,000	
St. Joseph	27,000	
Sioux City	28,391	
Cudahy	14,739	
Cedar Rapids	11,811	
Ottumwa	6,139	
South St. Paul	32,350	
Fort Worth	9,100	
Detroit	13,300	
New York and Jersey City	10,060	
Oklahoma City	2,784	
Wichita	4,300	
Cleveland	15,200	

RECEIPTS AT CENTERS

SATURDAY, FEB. 14, 1920.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	10,500	4,500
Kansas City	500	1,000	700
Omaha	500	8,400	400
St. Louis	500	8,500	.....
St. Joseph	200	3,000	600
Sioux City	1,100	7,000	600
St. Paul	200	1,000	.....
Oklahoma City	300	200	.....
Fort Worth	300	400	.....
Milwaukee	.....	200	.....
Denver	100	100	.....
Louisville	400	1,300	100
Wichita	100	100	.....
Indianapolis	200	6,000	200
Pittsburgh	.....	100	400
Cincinnati	300	3,200	200
Cleveland	300	3,500	2,500
Nashville, Tenn.	100	3,500	500
Toronto	300	400	.....

MONDAY, FEB. 16, 1920.

Chicago	14,000	46,000	26,000
Kansas City	10,000	13,000	9,000
Omaha	7,000	10,500	8,000
St. Louis	6,600	27,000	2,000
St. Joseph	3,500	12,500	3,300
Sioux City	2,800	6,000	2,300
St. Paul	1,100	7,000	1,400
Oklahoma City	1,800	1,000	.....
Fort Worth	2,000	2,000	700
Milwaukee	100	400	.....
Denver	2,000	2,800	2,700
Louisville	1,200	2,500	400
Wichita	1,500	1,900	.....
Indianapolis	1,000	8,000	300
Pittsburgh	2,000	7,000	2,500
Cincinnati	1,900	10,000	400
Buffalo	1,800	8,000	2,800
Cleveland	1,000	7,000	2,600
Nashville, Tenn.	100	2,000	.....
Toronto	1,200	200	300

TUESDAY, FEB. 17, 1920.

Chicago	14,000	40,000	10,000
Kansas City	9,000	16,000	11,000
Omaha	7,000	14,500	8,000
St. Louis	4,200	15,500	4,000
St. Joseph	2,200	8,000	3,000
Sioux City	3,000	13,000	1,500
St. Paul	1,000	8,000	600
Oklahoma City	400	500	.....
Fort Worth	1,800	1,000	600
Milwaukee	400	2,500	.....
Denver	900	500	3,000
Louisville	600	1,500	200
Wichita	600	1,800	.....
Indianapolis	800	8,000	200
Pittsburgh	100	4,000	300
Cincinnati	800	3,000	1,000
Buffalo	1,000	7,000	5,000
Cleveland	200	5,000	500
Nashville, Tenn.	100	1,000	.....
Toronto	100	100	.....

WEDNESDAY, FEB. 18, 1920.

Chicago	14,000	40,000	10,000
Kansas City	10,000	16,000	8,000
Omaha	4,200	11,500	11,500
St. Louis	3,000	13,500	1,700
St. Joseph	2,500	12,000	3,500
Sioux City	2,300	14,500	1,500
St. Paul	2,500	18,000	2,800
Indianapolis	1,000	8,000	200
Pittsburgh	100	1,500	200
Buffalo	400	5,900	3,000
Oklahoma City	400	1,000	.....
Fort Worth	2,500	2,500	700
Milwaukee	200	1,900	.....
Denver	1,700	600	1,500
Louisville	200	1,500	100
Wichita	400	1,200	.....
Cincinnati	400	6,500	1,000
Cleveland	200	4,000	500
Nashville, Tenn.	100	2,000	.....
Toronto	300	200	.....

THURSDAY, FEB. 19, 1920.

Chicago	11,000	30,000	7,000
Kansas City	3,000	8,000	3,500
Omaha	3,300	8,500	9,500
St. Louis	1,200	9,000	1,300
St. Joseph	2,000	8,000	3,500
Sioux City	3,200	10,000	1,500
St. Paul	800	5,300	500
Indianapolis	1,000	7,000	200
Pittsburgh	100	1,800	800
Buffalo	200	4,800	3,100
Cleveland	200	3,000	500
Milwaukee	200	1,200	.....
Louisville	500	2,000	.....
Nashville	200	2,000	.....
Cincinnati	400	3,200	400
Oklahoma City	400	700	.....
Fort Worth	1,500	2,000	500
Wichita	300	1,100	.....
Denver	1,000	700	4,400
Toronto	500	600	100

FRIDAY, FEB. 20, 1920.

Chicago	5,500	22,000	6,000
Kansas City	900	4,500	1,500
Omaha	2,300	6,000	5,500
St. Louis	1,000	9,000	500
St. Joseph	700	2,500	2,000
Sioux City	1,900	7,100	900
St. Paul	1,700	7,300	400
Oklahoma City	600	600	.....
Milwaukee	100	1,000	.....
Denver	700	100	8,000
Indianapolis	1,000	8,000	.....
Pittsburgh	100	2,000	500
Cincinnati	500	4,000	200
Buffalo	100	2,800	2,600

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO FEB. 14, 1920.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	3,117	5,849	15,808	8,254
New York	2,822	1,939	1,938	10,815
Central Union	3,287	695	4,378	.....
Totals	9,226	8,483	21,924	19,069
Totals last week	6,693	9,697	20,335	27,082

OFFERING for PUBLIC SUBSCRIPTION

Subject to the privilege of subscription to the holders of the preferred stock of Armour and Company now outstanding in the hands of the public.

Armour Leather Company (OF DELAWARE)

\$10,000,000
7% Cumulative Preferred Stock
(Par Value \$100 per Share)

\$10,500,000
Common Stock
(Par Value \$15 per Share)

Price—in blocks { \$100 par value, Preferred, 1 Share } \$200 per block
 { \$105 par value, Common, 7 Shares }

(This is equivalent to price of \$95 per share on Preferred Stock and \$15 per share on the Common Stock)

Subscriptions, accompanied by initial payment of 10%, will be received on behalf of the Company by CONTINENTAL AND COMMERCIAL TRUST AND SAVINGS BANK, CHICAGO, Fiscal Agents, who will on request furnish copies of a letter from the Company giving detailed information. The subscription books of the Company close February 25, 1920, after which date allotments will be made in order of receipt of subscription; final payment will then be called.

Leather's Place in the Nation's Business

OF a morning all America steps into shoe leather preparatory to the day's round of business or pleasure. Leather belting throughout the nation delivers unlimited power in countless factories producing every essential of life.

The business of producing leather is a cycle of human endeavor with few parallels. Millions of people raise the animals from which hides are obtained, other millions work at some phase of actual production of leather goods, and the whole world uses leather.

The production of leather, then, appears in the light of a vital industry, ranking in importance with agriculture. It is fundamentally unaffected by fluctuations in general prosperity. While the nation lives and has its being it must have leather and the tannery runs when dull times slow up a hundred and one other businesses.

A goodly proportion of this basic commodity, leather, is produced by the Armour Leather Company, the second largest concern of its kind in the country, with an outlet for its product in every corner of the globe.

No less than seventy-five million people the world over were shod with Armour leather soles produced in 1919. Factory wheels turn to the impulse of Armour Leather Company belting. For all the many varieties of leather produced during 1919 by this company, the tremendous total of 1,713,000 cattle hides were tanned. During 1920 the number of hides will approximate 2,000,000.

Besides the hides purchased from Armour and Company during 1919, the factories of the Armour Leather Com-

pany called upon outside sources for over 50% of the total number of hides tanned. The market for the finished product, belting, soles, upper leather, harness and what not, is equally broad. The Armour Leather Company sells throughout the United States, in England, Continental Europe, in Asia, South Africa, South America, Central America and Cuba.

In America, the Armour Leather Company has 4500 customers. These customers, together with other thousands representing every civilized country in the world, comprise a market which never is, and never can be, oversupplied.

The first of the group of thirteen tanneries now constituting the Armour Leather Company was in operation in 1908. During that year this single tannery tanned 126,000 hides. The satisfactory growth of the business is indicated by the number of hides tanned in 1919—1,713,000. The present thirteen tanneries are advantageously located in Wisconsin, Michigan, New York, Pennsylvania, West Virginia and North Carolina.

These salient facts should be of interest to the man who realizes that an investment is good or poor depending upon the soundness or weakness of the economic conditions underlying it. For it must readily be appreciated that leather is a staple and that the business of producing leather is unusually fortunate in possessing an inexhaustible source of raw material and a perpetual market which is constantly broadening.

ARMOUR LEATHER COMPANY

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES steady but quiet. Business is still at a standstill. Killers have but small stocks of unsold hides, about an average month's slaughter as a general rule, and they claim to be able to comfortably carry such quantities. Sellers view the decreased domestic slaughter, which is 15 to 20 per cent less than a year ago, coupled with the radically reduced summer slaughter in the South Americas as indicative that their asking prices of last sales' figures are not out of line. Tanners are endeavoring to take advantage of the present quietness to force prices lower. They are not naming any bids and hold low ideas. Packers quote native steers at 40c; Texas 34c; butts 35c; Colorados 33c; branded cows 32c; heavy cows 40c; lights 40@41c; bulls 32@33c.

COUNTRY HIDES quiet. No business reported in the market. The situation is at a standstill, with neither buyers nor sellers willing to concede much in order to transact business. All weight hides quoted nominal at about 23@25c delivered basis. Larger dealers are not interested in operations in the collecting centers as they have plenty of stock unsold, which is of better quality. Heavy steers here quoted nominal at about 30@32c; heavy cows and buffs are available at 25c for current quality and 26@27c for better goods. Extremes quoted at 34c asked for current grubby lots and 35@37c for free of grub. A differential of eight to nine cents is being inaugurated between heavy and light hides of grubby quality as the extremes are deteriorating much faster than the heavier weights. Branded hides quoted quiet at 21@23c flat; country packer branded hides at 27@29c flat; bulls at 24@26c asked; country packer bulls, 28@30c, nominal, and glues at 14@16c.

NORTHWESTERN HIDES quiet. Twin cities markets are quiet due to lack of demand. Ample stocks are held awaiting buyers' pleasure, but no overtures for goods are made by buyers. Heavy hides are quoted nominal at about 26@27c; most lots being on the grub free order. Extremes quoted at 35@37c, nominal. All weight hides quoted at 24@25c; bulls at 24@25c, nominal; kipskins are quiet and entirely nominal at 40@45c asked; calfskins at 55@60c, nominal, and horse hides \$12 last paid, flat.

CALFSKINS quiet. First salted city and packer calfskins are quoted at 70c, asked; some special weight calfskins are available at 70c from first salt, and business is expected and has been tentatively closed. Outside city skins quoted at 65c; country skins at 60c, nominal. Deacons, \$4@4.25; kipskins quoted dull and featureless at 50@55c, nominal, for first salted descriptions; most city and packer skins are held for 60c, but bids are solicited. Outside city skins quoted at 45@50c, nominal, and country lots at 40@45c; inside nearer the market.

HORSE HIDES quiet. Country run of hides quoted not over \$12 for business. Most lots held considerably higher, and most all dealers have some unsold. Ren-

derer hides quoted at \$12.50 bid and \$13@14 asked. Ponies and glues, half colts, \$1@1.50.

SHEEP PELTS active. Business was put over in packer sheep and lambskins in a range of \$3@4.45 as to points and description. Shearlings quoted \$1.65, lately paid, and as high as \$1.90 now asked. Dry pelts quoted at 42@45c with inside nearer the market for business. Pickled skins, \$14@16 dozen, nominal. Common goatskins quoted at \$2.25@2.30, and angoras at \$3@3.30.

HOGSKINS quiet. Country run quoted \$1@1.50, with rejects half rates. Pig skin strips, 10½@11c; 2's, 9½@10c, and 3's, 6@7c.

New York.

PACKER HIDES quiet and waiting. no new developments in the New York market for packer hides.

COUNTRY HIDES—A car of back salted Pennsylvania grub free extremes sold at 36c according to New York advices, with similar buffs at 26c. Current extremes and buffs are offered at 35c and 25c freely in the east, of middle west origin, with some extremes offered at 34c. Tanners are still out of the market, although they are watching the situation more closely.

CALFSKINS—A car of New York state country calves sold at \$6.25, \$7.25 and \$8.25. No other business reported.

HORSE HIDES—A lot of 1,000 mixed cities and countries is reported moved at \$12 with more wanted. Straight renderers nominally quoted at \$13.50.

IMPORTED DRY HIDES quiet. One big operator is interested and a possible clearance sale is expected; last trading was at 42c for Bogotas. Boston reports movement in 5,000 Buenos Aires dry kipskins, half

hair and up, 5/6 kilos at 54c. No other trading noted in imported dries.

IMPORTED WET SALTED HIDES steady at \$95. Arg. gold, last paid for frigorifico steers, \$85 last paid on cows. Kill last month was 175,000 head or nearly 100,000 head short. Spot hides in New York are quiet, no movement.

LABOR TRIES TO EVADE RULING.

Packinghouse union workers at Chicago this week began a move to evade the wage ruling of Federal Judge Alschuler which granted them a wage increase of a certain percentage, but made a special allowance for men in killing gangs whose hours are apt to be less. Other classes of workers wanted this special increase also, and an attempt was made to stretch the interpretation of the ruling to include them. Judge Alschuler refused to grant extra allowance to these other classes, not considered entitled to it. The unions attempted to get the raise from the packers and the latter refused to grant it. The agreement prevents a strike, so the union leaders attempted to evade the agreement by having their men "quit work" as individuals. They began their campaign in some of the smaller plants at the Yards, expecting if successful there to extend it to the larger plants. Three plants were affected on Thursday, and one pork packer closed down entirely rather than temporize with the men. The union leaders picked a bad time for their attempt, in view of the unfavorable conditions of the hog products trade, as many pork packers would be willing to close down rather than become involved in further labor difficulties. The dispute involves chiefly the lower class of labor.

DURABILITY.

JACOB RUECKER & SONS

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MASON CITY, IOWA
BRANCHES
CHICAGO
ST. LOUIS
KANSAS CITY
MINNEAPOLIS
ST. PAUL
MILWAUKEE
JACKSONVILLE



Mason City, Iowa.
Oct. 24th., 1919.

Jones Superior Machine Co.,
1238 W. North Ave.,
Chicago, Ill.

Gentlemen:—

Replying to your letter of the 16th, let to advise that we have two of your hand saws in our plant. One of these saws has been in our plant for about fifteen years and is still doing business.

Yours very truly,

JACOB RUECKER & SONS

Jay E. Becker
Vice President.

J. E. Becker—W

ONE OF THE QUALITIES OF
"SUPERIOR"
PRODUCTS



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Pneumatics Protect Loads for This Produce Company

"Pneumatics offer all-round advantages over solid tires in our hauling—save trucks, loads and improve working spirit of drivers. They require 1½ less gallons of gasoline on a 90-mile run. Solid-tired trucks sway over the road, but trucks on pneumatics run straight. Goodyear Cords are giving excellent service."—P. P. Triller, Purchasing Agent, The Wadley Company, Produce Wholesalers, Indianapolis, Ind.

TWENTY-FIVE motor trucks distribute poultry, eggs and butter for The Wadley Company throughout central Indiana.

During the past year Goodyear Cord Tires have demonstrated their ability to reduce time and costs in comparison with solid tires in this service.

A 90-mile trip has been made repeatedly on the pneumatics in 3 less hours with 1½ less gallons of gasoline than when covered by a solid-tired truck.

Due to the jarring and shifting action of trucks on solid tires, delicate produce has been damaged frequently, whereas the pneumatics prevent such loss.

Mud has stalled the solid-tired trucks, but the gripping

Goodyear Cords have proved dependable under all adverse road conditions by reason of their firm traction.

An official describes the present mechanical condition of a Goodyear-Cord-equipped truck as being far better than could be expected on solid tires after a similar long term of hard work.

The photograph above affords additional and important evidence by showing Goodyear Cord Tires still on duty after nearly a year of continuous hauling.

Information concerning pneumatic equipment for motor trucks and its results can be obtained from local Goodyear Truck Tire Service Stations, or by writing to The Goodyear Tire & Rubber Company, at Akron, Ohio.



GOODYEAR

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, Feb. 18.

The beginning of the Lenten period always means a lessened demand for meats, and this is always reflected in a very unsatisfactory cattle trade, but receipts were nevertheless 31,000 cattle the first three days of this week as against 44,000 for the same period a week ago. However, a greatly lessened Eastern outlet because of severe storms in that vicinity prevented the free movement of livestock trains from Chicago to Eastern points, for had the Eastern order demand been normal, it would seem as if the very light supply of cattle should have resulted in at least a steady to strong market; but, the trade, after opening a little stronger on Monday, weakened decidedly during the closing hours and was lower again on Tuesday, most loss being on the good cattle such as go largely to fill Eastern orders, while today (Wednesday) with a very light supply of only 4,000, making the total 31,000 in three days, we feel that all of our sales were on a steady to strong basis and in some cases a little higher than the low spot Tuesday. Most of the medium to good 1,100 to 1,300-pound steers are selling all the way from \$12.00@14.00 and, as repeatedly stated in these columns, a few sales of finished beefs upwards of \$14.50@15.50, the top this week being \$16.25, are no criterion of the general trade. Plenty of short-fed steers weighing all the way from 900 to 1,000 pounds are going all the way from \$10.50@12.00 with cheap light-weight killers from \$9.00@10.00.

The market on butcher stuff has shown a decided advance during the past ten days. While canner cows show but little change, cutter cows and the common to fair heifers have reacted 25@50c, while on good to choice cows and heifers the trade shows anywhere from 75c to \$1.00 advance, with extreme instances of even more improvement. Bulls are 25@50c higher. Veal calves are ruling about steady, while part of the recent decline on fat heavy calves has been regained.

Receipts of hogs Wednesday estimated around 15,000; but even under such light receipts our market was in a very weak condition, about 15,000 left over from yesterday's trade and prices ruling mostly 25c lower again today. The bulk of the choice medium and good light shipping grades selling in a range from \$14.00@14.30, extreme top \$14.50 for fancy light weights, a prime class of medium butchers weighing 240 to 270 pounds, selling in a range of \$13.75@14.00, while the prime heavy butchers met with slow outlet in a range of \$13.50@13.75; plain heavy weight packing kinds being neglected and almost unsalable around 13c per pound. The continued wide spread in values at \$1.00 per cwt. between prime light and prime heavy continues; in face we do not recall a market with as much spread in values as at present.

The prominent feature of the present sheep and lamb market is the wide range between choice quality, well finished lambs and the "warmed up" and medium-fleshed varieties. Every buyer on the job is a competitor for the few cars of good ones daily, and although in many cases lambs that present a good appearance, but lack the handle, sell \$2.00 per cwt. below the top. There has been no wide fluctuation in values during the past few days, the lamb top hanging around \$21.00, and bulk of the sheep selling about the same as a week ago. A few lots of lambs are going out daily on shearing account, but this variety will be scarce from now on. Quotations range as follows: Good to choice lambs, \$20.00@21.00; poor to

medium, \$17.50@19.00; culls, \$14.00@16.00; good to choice light yearlings, \$18.00@19.00; medium-fleshed and heavy yearlings, \$16.50@17.50; good to choice wethers, \$14.50@15.00; fair to best ewes, \$13.50@14.00; poor to medium, \$12.00@13.00; culls, \$6.00@9.00; breeding ewes, \$11.00@14.00; good to choice shearing lambs, \$17.00@18.00.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Feb. 18.

A very light run of cattle was received this week, there being but 20,000 in the count. Regardless of this, however, the market has been very uneven and until today the trend has been towards lower prices. At this writing the price condition has bettered somewhat and there is a stronger and more active tendency than at any time during the period. The quality generally is much the same as it has been for the past month. The bulk of the best killing beef steers ranges from \$11.50@12.65, with the common and plain kinds selling upwards of \$8.50. In the last two days we have received a few loads of better finished steers than have appeared in a number of weeks. One five-load string averaging 1,472 pounds topped the market at \$14.75, and another three-load string averaging a little better than 1,400 pounds brought \$14.25. These offerings were choice, in fact the 1,475-pound lot would have been called prime had they been a little less rough and had they not been branded. The best light yearlings and heifers are ranging from \$11.50@12.50, the bulk of the sales going at \$7.00@10.00, good cows \$9.00@10.00, medium kinds \$7.00@8.75. A few fancy cows in small lots are selling up to \$11.00. The bulk of the stocker and feeder sales range from \$9.00@10.25 with the best ones quoted up to \$11.00, but they must carry some weight and finish to bring this figure.

The hog receipts are again advancing. We received 93,000 for the week ending today. The quality of the offerings has been fair to good. The market is a full dollar under this time a week ago. In fact, the decline is even greater than this on heavy hogs. The demand is for the light weight shipping kind. Today's quotations are: Mixed and butchers, \$13.75@14.75; good heavies, \$13.50@14.00; rough, \$11.50@12.50; light, \$14.50@14.80; pigs, \$11.50@14.75; bulk, \$13.75@14.65.

The sheep and lamb receipts amounted to 10,000 for the week. Aged stock holds to a fairly steady basis, fat muttons bringing up to \$13.00, with the fair kinds going at \$12.00@12.50. Yearling wethers are very scarce indeed but notwithstanding this they are weakening in price. It is doubtful if they would bring better than \$18.00 for the best kind at this writing. Lambs are unevenly lower. The best kinds are going to scale at \$20.25 but could be good enough to bring more money. The medium grades are swinging around the \$19.00 mark; culls, \$15.00@17.00.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Feb. 18.

Trade in cattle today moved with considerable briskness, at generally firm prices, exceptions higher. Hogs sold slowly at Tuesday's full decline, to \$14.05, and bulk of sales \$13.25@13.50, or more than \$1.00 under last week's close. Sheep and lambs were in active demand at strong to 15 cents higher prices. Best lambs sold at \$20.00. Sheep prices are relatively higher than cattle or hogs because de-

mand at no time has depended on foreign outlet. Receipts today were 8,500 cattle, 16,000 hogs, and 7,000 sheep, compared with 8,000 cattle, 10,000 hogs, and 8,000 sheep a week ago, and 14,800 cattle, 24,650 hogs, and 5,700 sheep a year ago.

Fully steady prices prevailed for killing cattle. Quality was better than in preceding days, and killers showed more eagerness to get that kind. Some 1,100-pound native steers sold at \$13.40, and heavier steers up to \$13.50. The bulk of the offerings brought \$11.25@12.50 and were short-fed natives. Some plain 950 to 1,050-pound steers brought \$10.25@10.75. Cows and heifers remained in active demand at a price spread of \$5.50@11.50 for cows and \$7.50@12.25 for heifers. Veal calves were steady. There is fairly active shipping demand for veal calves.

The hog market today showed no ability to strengthen. Opening prices were steady at Tuesday's full decline, and later packers' droves were 10 to 15 cents lower. The general market was in a new low position for the season, top \$14.05, and bulk of sales \$13.25@13.75. Light weight hogs suitable for the fresh pork trade command a premium over heavy hogs, and packers are discriminating against rough heavy grades. Pigs are selling at \$13.00@14.00.

Active demand continued for fat sheep and lambs. Fat lambs sold up to \$20.15 and ewes \$13.00. Receipts were mostly native fed Western and Western fed grades. Though sheep and lamb prices are relatively higher than cattle or hogs there seems to be a better demand for mutton than for either beef or pork. Feeders are taking half fat lambs at \$16.00@18.50. Breeding ewes are scarce and a good many orders remain unfilled.

OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Nebr., Feb. 18.

Very moderate runs of cattle were the rule the early part of this week and the market, while rather stronger, averaged up very little difference from the close of the week previous. Demand is not at all urgent from any quarter and the movement lacks life and snap. Very few choice beefs are coming but good 1,200 to 1,400-pound steers are selling around \$11.75@12.75; fair to good 900 to 1,100-pound steers, \$10.50@11.50, and the common to fair warmed up kinds are selling at \$9.00@10.00 and on down. Cows and heifers have also sold slowly at unimproved prices, the range being from \$5.00@11.00, with bulk of the fair to good kinds at a spread of \$8.00@10.00. Veal calves have been in good request and notably strong at \$10.00@16.00, and bulls, stags, etc., fully steady at \$5.50@10.00.

The hog market has shown a distinctly lower trend this week and in spite of very moderate offerings the demand has lacked life and prices have averaged around 75c@1.00 lower than a week ago. Both packers and shippers continue to pay a premium for desirable light and butcher weight loads while at no time during the season have the rough heavy and packing hogs been so hard to dispose of. With about 12,000 hogs here today, the market was 20@30c lower. Tops brought \$13.60 as against \$14.65 on last Wednesday and bulk of the trading was at \$13.25@13.50, against \$14.40@14.60 a week ago.

Prices for sheep and lambs have shown more or less fluctuations recently but in the main desirable killing grades, both sheep and lambs, are selling about on a par with a week ago. Packers are free buyers of all desirable killers, while there is enough competition from feeder buyers for the thin and half fat stock to keep the liberal supplies well cleaned up from day to day. Fat lambs are quoted at \$19.25@20.25; yearlings, \$15.50@17.00; wethers, \$12.50@14.50, and ewes, \$11.75@13.25.

ICE AND REFRIGERATION

ICE NOTES.

The Douglas Ice Co., Douglas, Ga., will shortly install a cold storage plant.

Brothers & Bro. are building a 5-ton daily ice plant at Whaleyville, Va.

Orsinger, Linning and Ream, a new firm, has purchased the Evans Ice Co. at La Salle, Ill.

M. G. Godwin, 108 South Forest street, Blytheville, Ark., will shortly install an ice and cold storage plant.

D. Cochran, Jr., is remodeling the old Wheatland garage, Wheatland, Wyo., into an ice and cold storage plant.

Fire, last week, caused a loss estimated at \$250,000 to the cold storage plant of the Anheuser-Busch Co. at Norfolk, Va.

The Lone Star Ice & Fuel Co., Fort Worth, Tex., has incorporated with a capital stock of \$60,000. J. D. Little is the principal.

Horace Williams, who recently was reported as organizing an ice company at St. Petersburg, Fla., is in the market for a 35 to 50 ton ice plant.

The Seneca Ice & Fuel Co. has organized at Seneca, S. C., with a capital of \$20,000. The organizers are: J. A. Sanders and J. C. Moore.

The Consumers' Ice & Bottling Co., Oklahoma City, Okla., will remodel their

buildings shortly and expend approximately \$5,000 on improvements.

W. H. Irvin, Houston, Tex., is erecting a \$400,000 ice plant addition to his candy factory on the ship channel. The plant will have a storage capacity of 5,000 tons.

A new addition to the cold storage plant of the Texas Ice & Cold Storage Co., Dallas, Tex., will shortly be erected at a cost of \$25,000. The new addition will provide 66,000 cubic feet of storage space.

The Mobile Brewery Co., Mobile, Ala., now engaged in the fuel and ice business, plans to remodel its brewery building into a first-class cold storage plant. The cost of remodeling and installing new machinery will be approximately \$100,000.

LAYOUT OF MODERN MEAT FREEZER.

The biggest freezer in the world, with a capacity of 50,000,000 pounds, has just been completed and is now in operation at the Chicago plant of Armour and Company. It has been erected for the dual service of freezing meat products, particularly for export, and storing products during the period of heavy production, to insure a supply at all times. This ten-story building is not only of the most modern type of reinforced concrete and steel frame construction, but is also specially equipped for the work it has to do, and is ideally located from the standpoint

of greatest efficiency in the plant system.

Erected at a cost of \$2,000,000, the new freezer building is 208 by 212 feet. It contains 450,000 square feet of floor space and has total cubical contents of 6,175,000 cubic feet. Approximately 5,000 tons of steel and 3,500,000 board feet of cork insulation were used in its construction.

Thirty-three cars can be loaded and unloaded at one time by reason of the double-track system that leads into the insulated loading dock. This dock is equipped with the latest ideas in beef rails, icing rails, suspended icing platforms, and a special recessed feature for loading and unloading cars of varying heights. The dock floors are all laid with wood block flooring of lasting and noiseless qualities. All other finish floors are of split brick.

One striking feature of the new freezer is the way in which conservation of coal is effected. Refrigeration is by what is known as the Carbondale absorption system, exhaust steam being employed to run it. The refrigerating capacity is 750 tons, and only eight tons of coal a day are required for operating the system. The refrigeration machinery is located in a commodious room on the ninth floor, and the condenser room is directly above. The miles of refrigeration piping are painted, so as to withstand the cold, ammonia and dampness. All heat, light and power are taken from the central plant two blocks away.

The new freezer is ideally located close to the beef cutting room, which is the source of 75 per cent of the product for freezing, and across from the pork cutting department, from which the other 25 per cent comes. A spiral conveyor leads from the pork cutting department to the freezer building.

Inside the freezer building is a large dual spiral conveyor extending from the tenth floor to the first floor shipping level. Boxes and barrels can be loaded or unloaded on any floor. Stairways and elevator vestibules are located at the four corners of the building.

Twenty-five per cent of the building is given over to sharp freezing, where the temperature remains at 10 to 20 degrees below zero, and the other 75 per cent to storage freezing, where the thermometer always registers zero to 10 above.

WOOL HOLDINGS DECREASED.

Wool holdings on December 31, 1919, were 624,000,000 pounds, grease equivalent, or 105,000,000 pounds less than on September 30, 1919, according to the quarterly wool stock report of the U. S. Bureau of Markets. That the commercial supply is evenly distributed is indicated by the fact that on December 31, 1919, manufacturers reported holdings of 244,000,000 pounds and dealers 242,000,000 pounds, grease equivalent. This should not be taken to indicate that dealers owned the quantity reported by them, for while they held practically one-half of the stock upon which there were no restrictions, it is evident that a considerable portion of it

REBUILT ICE MACHINES

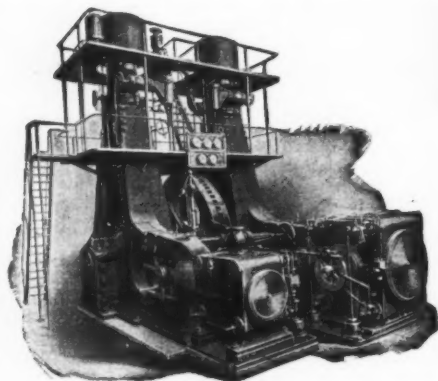
One 5-ton open type Frick
One 10-ton belted Newburg
One 10-ton United
One 10-ton Remington

One 3-ton Vilter
One 2-ton Baker
One 35-ton steam driven Vilter
One 100-ton steam driven Vilter

These are thoroughly rebuilt and guaranteed the same as new, ready for immediate shipment with complete high pressure side.

I have others of different makes that will be ready shortly.

W. C. HARDY Refrigerating Engineer **1215 Filbert St., Phila.**



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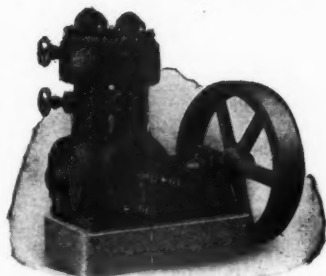
SPECIFY BOWER BRAND ANHYDROUS AMMONIA which can be obtained from the following:

Atlanta—M. & M. Warehouse Co.
Baltimore—Wernig Moving, Hauling & Storage Co., 100 W. Lombard St.
Boston—G. W. Goerner, 40 Central St.
Buffalo—Keystone Warehouse Co.
Chicago—Ernst O. Heinsdorf, 1004 Cunard Bldg.
Cincinnati—Pan Handle Storage Warehouse.
Cleveland—General Cartage & Storage Co.
Detroit—Brennan Truck & Storage Co.

Havana—South Atlantic Commercial Co., Successors to Lindner & Hartman.
Jacksonville—St. Elmo W. Acosta.
Liverpool—Peter R. McQuile & Son.
Mexico, D. F.—Ernst O. Heinsdorf.
Newark—American Oil & Supply Co.
New Orleans—United Warehouse Co., Ltd.; C. Ben Thompson & Co., 606 Common St.
New York City—Roessler & Hasslacher Chemical Co., 100 William St.
Norfolk—Henry Bower Chemical Mfg. Co. Agency, First and Front Sts.

Philadelphia—Henry Bower Chemical Mfg. Co.
Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.
Providence—Rhode Island Warehouse Co., Edwin Knowles.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
Savannah—Benton Transfer Co.
Toledo—Moreton Truck & Storage Co.
Washington—Littlefield, Alvord & Co.

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When saving in operating cost and saving in foodstuffs are taken into consideration, the superiority of MECHANICAL REFRIGERATION over refrigeration by ice is beyond comparison.

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THE UNION INSULATING CO. Great Northern Building CHICAGO

was being stored by them and being held for shipping instructions.

Although the wool supply seems rather large, when referring to the total figures, it is not considered more than a comfortable reserve supply which should be carried in this country at all times to meet any emergency in case the regular importations of wool were interrupted, says the bureau's wool specialist.

The government's holdings of wool have decreased materially since last year. The wool purchasing quartermaster reported that on December 28, 1918, the total stock of wool in the possession of the government, spot and in transit, was 313,746,502 pounds, and estimated the quantity of wool in dealers' hands not yet billed to the government as 70,000,000 pounds, making in all 383,746,502 pounds, compared with 98,352,000 pounds on December 31, 1919. This clearly shows, it is claimed, that the government released its wool holdings as

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quickly as possible in such quantities as the market would readily absorb through public auctions throughout the year.

The British government in carrying out its proposed plan to liquidate its wool holdings sent to this country 18,939,000 pounds of grease wool and 731,543 pounds of scoured wool, which was reported by the representative of the British govern-

ment as being held in this country as of December 31, 1919.

The total holdings of dealers, manufacturers and the United States and British governments according to conditions were: Grease wool, 394,556,826 pounds; scoured wool, 60,770,844 pounds; pulled wool, 34,907,999 pounds; tops, 19,362,602 pounds; noils, 11,209,597 pounds.

Chicago Section

Al Eberhardt, of Geo. A. Hormel & Son, Austin, Minn., was again in town this week.

Mason Harker of the United Mercantile Co., New York, was a visitor in the city this week.

Vice-President V. D. Skipworth of Wilson & Company was in the East this week on a business trip.

Vice-President L. H. Heymann of Morris & Company returned last week from a fortnight's trip to the East.

W. F. Colladay, general sales manager for Allied Packers, Inc., returned this week from an extended Eastern trip.

Swift employees enjoyed a holiday party and dance at the Swift Club at 41st and Michigan avenue this Saturday evening.

E. B. Perrigo, formerly with Armour and Company and the Jacob Dold Packing Company, was visiting in Chicago this week.

L. A. Kramer, packinghouse engineer and inventor of the L. A. Kramer hog scraper, was in Omaha this week watching operation of his new machine in the

plant of the Skinner Packing Company there.

Swift and Company's sales of carcass beef in Chicago, on shipments sold out, for the week ending Saturday, February 14, 1920, averaged 15.15 cents a pound and ranged from 9.00 to 24.00 cents a pound.



EDWARD S. LA BART,
Representing Packing Industry on Chicago
Boosters' Committee.

R. E. Plumb, president, and John W. Guthrie, secretary, of the Alliance Packing Co., Alliance, Neb., were in town this week looking into matters connected with the construction of their new plant in Alliance.

Oscar G. Mayer, president of the Oscar Mayer & Co., on his return to Chicago this week from a visit to the Madison, Wis., plant, announced that that plant was now running at capacity, handling from 600 to 700 hogs, 50 cattle and 100 calves daily.

Purchases of livestock by Chicago packers for the first three days of this week were as follows: Monday, 6,050 cattle, 822

calves, 22,486 sheep and 38,980 hogs; Tuesday, 8,185 cattle, 939 calves, 23,577 hogs and 5,425 sheep; Wednesday, 4,945 cattle, 1,089 calves, 14,864 hogs and 10,525 sheep.

The death of Fred Newman, of the Chicago office of Rogers Brown & Co., and formerly with the N. K. Fairbank Company in charge of their tallow and grease department, took place last week. Mr. Newman was a familiar and beloved figure in the trade and his passing will be mourned. He had only recently gone with Rogers Brown & Co.

TO ADVERTISE CHICAGO.

Twelve advertising managers of Chicago's leading industries have been appointed by Mayor Thompson to be known as the Chicago Boosters' Committee, to raise and expend \$1,000,000 in an effort to make known to the world the advantages of this city. Edward S. LaBart, director of publicity and advertising manager of Wilson & Company, has been appointed on this committee to represent the meat industry, which is Chicago's foremost industry, and therefore has a leading part in this enterprise.

CHICAGO FAIR PRICE MEAT LIST.

The latest "fair price" list issued by Major A. A. Sprague, chairman of the Illinois Fair Price Commission, quotes what he considers fair retail selling prices of meats, etc., based on specified wholesale prices and allowed margins as follows:

	Wholesale	Margin	Retail
Beef, chucks	10 @ 15		
Chuck steak		.12	22 @ 37
Whole ribs, choice cut		.11	21 @ 26
Neck		.08	18 @ 23
Plate beef	7 1/2 @ 13		
Navel cut	7 1/2 @ 13	.05	12 1/2 @ 18
Short ribs	7 1/2 @ 13	.07	20 1/2 @ 20
Brisket	7 1/2 @ 13	.07	20 1/2 @ 20
Round	13 @ 19		
Round steak	13 @ 19	.17	30 @ 36
Fresh pork loins	23 @ 25	.08	28 @ 33
Fresh pork chops, ends	23 @ 25	.07	30 @ 32
Fresh pork chops, mid.	23 @ 25	.12	35 @ 37
Fresh spare ribs	20 1/2 @ 25	.05	25 1/2 @ 30
Fresh pork shoulders	20 @ 24	.07	27 @ 31
Smoked fancy hams	31 @ 35	.07	38 @ 42
Smoked standard hams	29 @ 31 1/2	.07	36 @ 38 1/2
Smoked fancy bacon	40 @ 47	.08	48 @ 55
Smoked standard bacon	31 @ 38	.08	39 @ 44
Smoked picnic hams	20 @ 26	.06	26 @ 32
Lard, raw leaf	22 1/2 @ 25	.06	28 1/2 @ 31
Lard, standard	21 @ 24	.06	27 @ 30
Lard, compound	23 @ 26	.06	29 @ 32

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**UNION STOCK YARDS
CHICAGO**

representative of the Chamber of Commerce and a group of other influential Lithuanians. Following a tour of the plant, the party adjourned to a specially prepared Armour luncheon, in charge of A. W. Bond and K. A. Chandler, of the Foreign Sales Department, at the Saddle and Sirloin Club. In the second party, V. U. Salaberry, Minister of Finance of the Argentine, and Dr. R. Aldo, a wealthy ranchman of that country, P. D. Armour and Arthur Meeker, vice-presidents of the Armour Company, acted as chief hosts. This party had just come from the Pan-American Conference recently held at Washington. Both parties expressed much pleasure and satisfaction at the immensity and cleanliness of operations at the yards.

W. G. Dickinson, George A. Brown and C. G. Parker have formed a partnership as brokers under the name of Dickinson & Brown, to handle oils, fats, glycerine, etc., with offices both in Chicago and New York. The Chicago offices are at No. 327 South La Salle Street, and the New York offices will be opened later. Walter Dickinson is one of the best-known and most popular experts in the fat and oil trade, and with his partners has formed a strong brokerage team.

ARMOUR HAS NOTED GUESTS.
Armour and Company were the hosts of two distinguished parties Wednesday. The first visitors were a group of Lithuanians, the Lithuanian Commission to America, in this country for the purpose of floating a \$10,000,000 loan for their native country, and was composed of: Major J. S. Zadelkis, K. P. Vileisis, Minister of Finance and the Rev. J. Zillus. The party was accompanied by an official of the city and a

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 9, 1920.	21,790	3,051	32,729	16,744
Tuesday, Feb. 10, 1920.	15,130	3,797	28,236	10,251
Wednesday, Feb. 11, 1920.	7,984	1,233	12,744	7,963
Thursday, Feb. 12, 1920.	9,844	3,851	30,052	20,221
Friday, Feb. 13, 1920.	4,774	1,127	32,704	10,407
Saturday, Feb. 14, 1920.	981	123	8,304	2,275
Total last week.	59,603	13,175	144,859	67,864
Previous week.	71,629	17,056	161,018	75,292
Year ago.	73,673	12,683	250,538	72,116
Two years ago.	70,179	12,523	224,942	67,352

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 9, 1920.	4,435	384	11,281	2,445
Tuesday, Feb. 10, 1920.	4,283	175	5,198	5,608
Wednesday, Feb. 11, 1920.	3,310	104	3,192	1,220
Thursday, Feb. 12, 1920.	5,744	117	12,252	5,770
Friday, Feb. 13, 1920.	5,025	246	14,318	4,367
Saturday, Feb. 14, 1920.	776		3,938	1,444
Total last week.	23,593	1,027	50,179	16,244
Previous week.	24,705	1,138	37,298	15,587
Year ago.	21,086	634	40,005	12,206
Two years ago.	15,278	604	32,307	22,783

Total receipts at Chicago for year to Feb. 14, 1920, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
Week ending Feb. 14, 1920.	36,800	5,900	54,300	24,300
Previous week.	43,924	123,750	59,675	
Corresponding week, 1919.	52,587	189,533	59,848	
Corresponding week, 1918.	54,881	192,635	44,569	
Corresponding week, 1917.	40,448	183,768	54,941	
Corresponding week, 1916.	30,429	196,886	59,151	

Total receipts of hogs at eleven markets:

	Week.	Year to date.
This week.	520,000	4,748,000
Previous week.	558,000	
Corresponding week, 1919.	798,000	5,588,000
Corresponding week, 1918.	729,000	4,708,000
Corresponding week, 1917.	773,000	5,259,000
Corresponding week, 1916.	793,000	5,690,000
Corresponding week, 1915.	617,000	5,034,000
Corresponding week, 1914.	490,000	3,965,000
Corresponding week, 1913.	506,000	4,105,000
Corresponding week, 1912.	562,000	5,167,000
Corresponding week, 1911.	482,000	3,761,000

Combined receipts at seven points for week ending Feb. 14, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
This week.	198,000	422,000	203,000
Previous week.	218,000	450,000	175,000
1919.	216,000	485,000	175,000
1918.	192,000	572,000	147,000
1917.	176,000	680,000	235,000
1916.	139,000	673,000	218,000
1915.	90,000	555,000	192,000
1914.	136,000	421,000	271,000

Combined receipts at seven markets for year to Feb. 14, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
1920.	1,355,000	3,834,000	1,228,000
1919.	1,557,000	4,650,000	1,262,000
1918.	1,347,000	3,747,000	1,191,000
1917.	1,256,000	4,444,000	1,470,000

Chicago packers' hog slaughter for week ending Feb. 14, 1920:

Armour & Co.	9,800
Anglo-American	8,000
Swift & Co.	12,200
Hammond Co.	6,500
Morris & Co.	7,000
Wilson & Co.	7,500
Royd-Latham	7,500
Western Packing Co.	11,300
Roberts & Onke	3,100
Miller & Hart	2,600
Independent Pkg. Co.	4,000
Brennan Packing Co.	3,800
William Davies Co.	2,200
Others	15,700
Total	101,000
Previous week	127,200
Year ago	204,100

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Week ending Feb. 14, 1920.	\$13.35	\$14.80	\$13.60
Previous week.	13.30	14.75	13.00
Cor. week, 1919.	15.85	17.85	16.00
Cor. week, 1918.	11.50	16.10	11.85
Cor. week, 1917.	10.40	12.35	11.20
Cor. week, 1916.	8.20	8.20	7.55
Cor. week, 1915.	7.20	6.65	6.45
Cor. week, 1914.	8.25	8.65	5.70
Cor. week, 1913.	8.30	8.30	6.00
Cor. week, 1912.	6.60	6.22	4.05
Cor. week, 1911.	6.15	7.25	4.25

CATTLE.

Choice to prime steers.	\$14.50@16.25
Good to choice steers.	14.50@15.25
Medium to good steers.	11.50@12.75
Fair to good steers.	11.25@13.25
Yearlings, fair to choice.	12.00@15.50
Stockers and feeders.	8.00@11.75
Good to prime cows.	8.50@11.00
Fair to fine heifers.	10.00@12.25
Fair to good cows.	6.75@ 8.40
Canners.	4.60@ 5.50
Cutters.	5.60@ 6.65
Polish.	7.75@ 8.65
Butcher bulls.	9.25@11.50
Veal calves.	16.00@17.50

HOGS.

Choice to light butchers.	\$14.00@14.50
Medium weight butchers.	14.50@14.75
Heavy weight butchers, 270-350 pounds.	14.00@14.50
Fair to fancy light.	14.00@14.85
Mixed packing.	13.50@14.20
Heavy packing.	13.40@13.60
Rough packing.	12.75@13.40
Pigs.	12.00@14.25
Stags.	11.75@13.65

SHEEP.

Fed yearlings.	\$12.00@18.75
Fed western lambs.	18.00@21.25
Native lambs.	17.50@21.25
Feeding lambs.	15.00@18.00
Wethers.	12.50@15.00
Ewes.	10.00@14.00

CHICAGO PROVISION MARKETS

Range of Prices.

SATURDAY, FEB. 14, 1920.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	\$34.95	\$35.05	\$34.90	\$35.00
LARD—(Per 100 lbs.)—				
May	21.37 1/2	21.50	21.25	21.42 1/2
July	22.00	22.00	21.82 1/2	21.90
RIBS—(Boxed, 25c more than loose)—				
May	18.42 1/2	18.50	18.35	18.42 1/2
July	18.95	19.00	18.87 1/2	18.95

MONDAY, FEB. 16, 1920.

PORK—(Per bbl.)—	35.00	35.85	35.00	35.82 1/2
LARD—(Per 100 lbs.)—	21.55	22.00	21.50	21.87 1/2
May	22.02 1/2	22.40	21.97 1/2	22.32 1/2
RIBS—(Boxed, 25c more than loose)—	18.50	18.97 1/2	18.50	18.97 1/2
May	19.32 1/2	19.40	19.10	19.40

TUESDAY, FEB. 17, 1920.

PORK—(Per bbl.)—	35.50	35.50	35.00	35.10
May	35.30	35.30	35.20	35.20
LARD—(Per 100 lbs.)—	21.60-40	21.60	21.30	21.32 1/2
July	22.10	22.10	21.77 1/2	21.80
RIBS—(Boxed, 25c more than loose)—	18.80	18.80	18.50	18.52 1/2
May	19.12 1/2	19.12 1/2	19.00	19.02 1/2

WEDNESDAY, FEB. 18, 1920.

PORK—(Per bbl.)—	34.80	34.75	34.75	35.10
May	34.75	34.75	34.75	35.20
LARD—(Per 100 lbs.)—	21.37	21.10	21.37	21.32
May	21.82	21.60	21.82	21.80
RIBS—(Boxed, 25c more than loose)—	18.50	18.35	18.50	18.52
May	19.00	18.85	19.00	19.02

THURSDAY, FEB. 19, 1920.

PORK—(Per bbl.)—	34.90	34.90	34.75	34.75
May	34.75	34.75	34.75	34.75
LARD—(Per 100 lbs.)—	21.42 1/2	21.42 1/2	21.25	21.35
May	21.87 1/2	21.87 1/2	21.70	21.80
RIBS—(Boxed, 25c more than loose)—	18.50	18.50	18.47 1/2	18.50
May	19.00	19.00	18.95	18.97 1/2

FRIDAY, FEB. 20, 1920.

PORK—(Per bbl.)—	34.85	35.00	34.90	34.90
May	34.85	34.85	34.90	34.90
LARD—(Per 100 lbs.)—	21.50	21.42	21.20	21.20
May	21.90	21.90	21.67	21.67
RIBS—(Boxed, 25c more than loose)—	18.55	18.65	18.42	18.42
May	19.12	19.12	18.90	18.90

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by C. W. Kaiser, Sec'y, United Master Butchers' Ass'n of Chicago.)

Beef.

Native Rib Roast, prime.	35	@ 45
Native Sirloin Steaks, prime.	45	@ 65
Native Porterhouse Steaks, prime.	50	@ 70
Native Pot Roasts, prime.	25	@ 30
Rib Roasts from light cattle.	25	@ 30
Beef Stew.	18	@ 26
Boneless Corned Briskets, Native.	25	@ 32
Corned Rumps, Native.	25	@ 30
Corned Briskets.	20	@ 22
Round Steaks.	25	@ 40
Round Roasts.	28	@ 35
Shoulder Roasts.	13	@ 28
Shoulder Neck End, Trimmed.	22	@ 28

Lamb.

Hind quarters, fancy.	40	@ 45
Fore quarters, fancy.	32	@ 35
Legs, fancy.	40	@ 45
Stews.	16	@ 22
Chops, shoulder, per lb.	30	@ 35
Chops, rib and loin, per lb.	25	@ 30
Chops, French, each.	15	@ 15

Mutton.

Legs.	32	@ 35
Stew.	16	@ 22
Shoulders.	24	@ 25
Shoulder Steaks.	32	@ 35
Hind quarters.	32	@ 35
Fore quarters.	18	@ 22
Rib and loin chops.	35	@ 40
Shoulder Chops.	25	@ 28

Pork.

Pork Loin.	32	@ 38
Pork Chops.	36	@ 42
Pork Shoulders.	28	@ 30
Pork Tenderloins.	28	@ 30
Pork Butts.	32	@ 34
Spare Ribs.	27	@ 27
Hocks.	27	@ 27
Pigs' Heads.	15	@ 15
Leaf Lard.	25	@ 25

Veal.

Hind Quarters.	25	@ 34
Fore Quarters.	17	@ 26
Legs.	30	@ 35
Breasts.	25	@ 28
Shoulders.	25	@ 32
Cutlets.	45	@ 45
Rib and Loin Chops.	35	@ 40

Butchers' Offal.

Suet.	15	@ 15
Tallow.	1	@ 1
Bones, per lb.	5 1/2	@ 5 1/2
Calfskins, 8 to 15 lbs.	58	@ 58
Calfskins, under 8 lbs. each.	2.00	@ 2.00
Klips.	33	@ 33

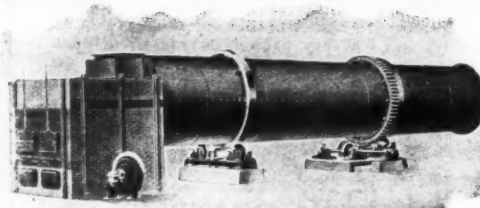
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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers.....	23	@24
Good native steers.....	20	@22
Medium steers.....	18	@21
Heifers, good.....	14	@17
Cows.....	11	@14
Hind quarters, choice.....	30	@30
Fore quarters, choice.....	30	@30

Beef Cuts.

Steer Loins, No. 1.....	30	@30
Steer Loins, No. 2.....	30	@30
Cow Loins.....	19	@28
Steer Short Loins, No. 1.....	25	@33
Steer Short Loins, No. 2.....	25	@33
Cow Short Loins.....	25	@33
Steer Loin Ends (hips).....	28	@28
Steer Loin Ends, No. 2.....	28	@28
Cow Loin Ends (hips).....	28	@28
Steer Ribs, No. 1.....	25	@25
Steer Ribs, No. 2.....	25	@25
Cow Ribs, No. 1.....	25	@25
Cow Ribs, No. 2.....	25	@25
Steer Round, No. 1.....	16	@16
Steer Round, No. 2.....	16	@16
Cow Round.....	14	@14
Chucks, No. 1.....	15	@15
Steer Chucks, No. 2.....	15	@15
Cow Chucks.....	9	@9
Steer Plates.....	11	@11
Medium Plates.....	11	@11
Briskets, No. 1.....	19	@19
Briskets, No. 2.....	16	@16
Steer Navel Ends.....	9	@9
Cow Navel Ends.....	8	@8
Fore Shanks.....	7	@7
Hind Shanks.....	7	@7
Rolls.....	22	@22
Strip Loins, No. 1.....	20	@20
Strip Loins, No. 2.....	20	@20
Strip Loin Ends.....	18	@18
Sirloin Butts, No. 1.....	30	@30
Sirloin Butts, No. 2.....	30	@30
Sirloin Butts, No. 3.....	28	@28
Beef Tenderloins, No. 1.....	65	@65
Beef Tenderloins, No. 2.....	60	@60
Rump Butts.....	22	@22
Flank Steaks.....	11	@12
Boneless Chucks.....	20	@20
Shoulder Clods.....	12	@12
Hanging Tenderloins.....	12	@12
Trimnings.....	10	@10

Beef Product.

Brains, per lb.....	9 1/2	@10 1/2
Hearts.....	6 1/2	@8
Tongues.....	52	@53
Sweetbreads.....	12	@11
Ox-Tail, per lb.....	6 1/2	@7 1/2
Fresh Tripe, plain.....	7	@10
Fresh Tripe, H. C.....	7 1/2	@8
Livers.....	7 1/2	@8
Kidneys, per lb.....	7 1/2	@8

Veal.

Choice Carcass.....	28	@28
Good Carcass.....	25	@25
Heavy Carcass.....	20	@20
Good Saddle.....	28	@30
Good Racks.....	16	@18
Medium Racks.....	16	@10

Veal Product.

Brains, each.....	9 1/2	@10 1/2
Sweetbreads.....	62	@65
Calf Livers.....	26	@37

Lamb.

Choice Lambs.....	34	@34
Medium Lambs.....	33	@33
Common Lambs.....	31	@31
Choice Saddles.....	38	@38
Choice Fores.....	30	@30
Medium Fores.....	28	@28
Medium Fores, saddles.....	36	@36
Lamb Pellets, per lb.....	19	@20
Lamb Tongues, per lb.....	25	@25
Lamb Kidneys, per lb.....	25	@25

Mutton.

Heavy Sheep.....	20	@20
Light Sheep.....	22	@22
Heavy Saddles.....	24	@24
Light Saddles.....	25	@25
Heavy Fores.....	18	@18
Light Fores.....	20	@20
Mutton Legs.....	26	@26
Mutton Loins.....	25	@25
Mutton Stew.....	12 1/2	@12 1/2
Sheep Tongues, each.....	18	@18
Sheep Heads, each.....	13	@14

Fresh Pork, Etc.

Dressed Hogs.....	23	@24
Pork Loins.....	29	@29
Leaf Lard.....	22 1/2	@22 1/2
Tenderloins.....	16	@16
Spare Ribs.....	21	@21
Butts.....	24	@24
Hocks.....	21	@21
Trimnings.....	18	@18
Extra Lean Trimnings.....	25	@25
Tails.....	11	@11
Spouts.....	11	@11
Pigs' Feet.....	7 1/2	@7 1/2
Pigs' Heads.....	9	@9
Blade Bones.....	9	@9
Blade Meat.....	16	@16
Cheek Meat.....	13	@13
Hog livers, per lb.....	4 1/2	@5
Neck Bones.....	5 1/2	@5 1/2
Skinned Shoulders.....	21	@21
Pork Hearts.....	8 1/2	@8 1/2
Pork Kidneys, per lb.....	7	@7
Pork Tongues.....	25	@25
Slip Bones.....	9	@9
Tail Bones.....	10	@10
Brains.....	11	@11
Backfat.....	24	@24
Hams.....	22	@22
Calas.....	37	@37
Belilles.....	37	@37

SAUSAGE.

Columbia Cloth Bologna.....	17	@17
Bologna, large, long, round, in casings.....	16 1/2	@16 1/2

Choice Bologna.....	17 1/2	@17 1/2
Frankfurters.....	22	@22
Liver, with beef and pork.....	21	@21
Tongue and blood.....	27	@27
Mixed Sausage.....	17 1/2	@17 1/2
New England Style Luncheon Sausage.....	21	@21
Prepared Luncheon Sausage.....	21	@21
Special Compressed Sausage.....	19 1/2	@19 1/2
Liberty Luncheon Sausage (Berliner).....	18 1/2	@18 1/2
Oxford Lean Butts.....	18 1/2	@18 1/2
Polish Sausage.....	18 1/2	@18 1/2
Garlic Sausage.....	18 1/2	@18 1/2
Country Smoked Sausage.....	18 1/2	@18 1/2
Country Fresh Sausage.....	19	@19
Pork Sausage, bulk or link.....	23	@23
Pork Sausage, short link.....	23	@23
Boneless lean butts in casings.....	19 1/2	@19 1/2
Luncheon Roll.....	21 1/2	@21 1/2
Delicatessen Loaf.....	19 1/2	@19 1/2
Jellied Roll.....	19 1/2	@19 1/2

Summer Sausage.

D'Arles, new goods.....	50	@50
Beef casing Salami.....	42	@42
Italian Salami (new goods).....	41	@41
Capri.....	33	@33
Holsteiner.....	46	@46
Peppertoni, long links.....	41	@41
Farmer.....	51	@51
Cervelat.....	49	@49
Genoa.....	49	@49

Sausage in Brine.

Bologna, kits.....	2.40	@2.40
Bologna, 1/2 @ 1/2 s.....	4.00	@4.00
Pork, link, kits.....	2.76	@2.76
Pork, links, 1/2 @ 1/2 s.....	4.00	@4.00
Polish Sausage, kits.....	2.46	@2.46
Polish Sausage, 1/2 @ 1/2 s.....	4.18	@4.18
Frankfurters, kits.....	3.00	@3.00
Frankfurters, 1/2 @ 1/2 s.....	5.00	@5.00
Blood Sausage, kits.....	3.35	@3.35
Blood Sausage, 1/2 @ 1/2 s.....	5.50	@5.50
Liver Sausage, kits.....	2.50	@2.50
Liver Sausage, 1/2 @ 1/2 s.....	3.30	@3.30
Head Cheese, kits.....	2.40	@2.40
Head Cheese, 1/2 @ 1/2 s.....	4.00	@4.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	18.50	@18.50
Pickled Plain Tripe, in 200-lb. barrels.....	17.25	@17.25
Pickled H. C. Tripe, in 200-lb. barrels.....	19.00	@19.00
Pickled Ox Lips, in 200-lb. barrels.....	19.00	@19.00
Pickled Pork Snouts, in 200-lb. barrels.....	70.50	@70.50
Sheep Tongues, short cut, barrels.....	70.50	@70.50

CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 2 1/2	Per doz.
Corned beef.....	3.50	3.50	3.50	3.50	\$20.00
Roast beef.....	3.50	3.50	3.50	3.50	20.00
Roast mutton.....	3.75	3.75	3.75	3.75	25.00
Sliced dried beef.....	1.85	2.05	4.05	4.05	47.00
1/2 tongue, whole.....	18.75	18.75	18.75	18.75	58.50
Luncheon tongue.....	3.65	3.65	11.00	11.00	43.50
Corned beef hash.....	1.15	2.50	5.75	5.75	.....
Roast beef hash.....	1.35	3.00	6.00	6.00	.....
Hamburger steak with onions.....	1.25	2.25	5.00	5.00	.....
Vienna style sausage.....	1.30	1.30	1.30	1.30	.....
Luncheon sausage.....	2.25	4.50	4.50	4.50	.....
Breakfast sausage.....	2.25	4.50	4.50	4.50	.....
Veal loaf, med. size.....	2.25	2.25	2.25	2.25	.....

EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in case.....	\$ 3.50
4-oz. jars, 1 doz. in case.....	6.75
8-oz. jars, 1/2 doz. in case.....	12.00
16-oz. jars, 1/2 doz. in case.....	21.00

BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	21.00	@21.00
Plate Beef.....	27.00	@27.00
Prime Mess Beef.....	27.00	@27.00
Mess Beef.....	27.00	@27.00
Beef Hams (220 lbs. to bbl.).....	28.00	@28.00
Rump Butts.....	39.00	@39.00
Mess Pork.....	45.00	@45.00
Clear Fat Backs.....	44.00	@44.00
Family Back Pork.....	36.00	@36.00
Beef Pork.....	36.00	@36.00

LARD.

Pure Lard, kettle rendered, per lb., test.....	27 1/2	@27 1/2
Pure Lard.....	24 1/2	@24 1/2
Cooking oil, per gal., in barrels.....	23 1/2	@23 1/2
Cooks' and bakers' shortening, tubs.....	23	@23
Barrels, 1/2 c. over tierces, half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.....	23	@23

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.....	34	@34
Cartons, rolls or prints, 1 lb.....	35	@35
Cartons, rolls or prints, 2 1/2 lbs.....	35 1/2	@35 1/2
Shortenings, 30 @ 60 lb. tubs.....	26	@26
Nut Margarine, prints, 1 lb.....	30	@30

DRY SALT MEATS.

Clear Bellies, 14 @ 16 avg.....	21.50	@21.50
Clear Bellies, 18 @ 20 avg.....	21.00	@21.00
Rib Bellies, 20 @ 25 avg.....	21.00	@21.00
Fat Backs, 10 @ 12 avg.....	19.75	@19.75
Fat Backs, 12 @ 14 avg.....	20.25	@20.25
Fat Backs, 14 @ 16 avg.....	21.00	@21.00
Extra Short Ribs.....	21.75	@21.75
Extra Short Ribs.....	21.25	@21.25
Butts.....	18.00	@18.00

WHOLESALE SMOKED MEATS.

Skinned Hams.....	34	@34
Regular Hams.....	35 1/2	@35 1/2
Skinned Hams.....	34 1/2	@34 1/2
Cal Hams.....	19 1/2	@19 1/2
Breakfast Bacon, fancy.....	24 1/2	@24 1/2
Rib Bacon, wide, 8 @ 12 avg. and strip.....	34 1/2	@34 1/2
Wide, 4 @ 6 avg. and strip, 6 @ 7 avg.....	26	@26
4 @ 6 avg.....	26	@26
Dried Beef Sets.....	45 1/2	@45 1/2
Dried Beef Inside.....	45 1/2	@45 1/2
Dried Beef Knuckles.....	45 1/2	@45 1/2
Dried Beef Outlets.....	43 1/2	@43 1/2
Skinned Boiled Hams.....	44	@44

Regular Boiled Hams.....	45	@45
Boiled Calas.....	43	@43
Cooked Loin Rolls.....	43	@43
Cooked Rolled Shoulder.....	43 1/2	@43 1/2

SAUSAGE CASINGS.

P. O. B. CHICAGO.	
Beef Rounds, per set.....	20 @ 24
Beef Export Rounds.....	26 @ 28
Beef Middles, per set.....	45
Beef Bungs, per piece.....	8 1/2
Beef Casings.....	30
Beef Bladders, medium.....	30
Beef Bladders, small, per doz.....	1.20
Hog Casings, free of salt, regular.....	1.80
Hog Casings, f. o. s., extra narrow.....	2.28
Hog Middles, per set.....	24
Hog Bungs, export.....	17
Hog Bungs, large.....	14
Hog Bungs, medium.....	10
Hog Bungs, narrow.....	10
Hog Stomachs, per piece.....	10
Imported wide Sheep Casings.....	8
Imported medium wide Sheep Casings.....	8
Imported medium Sheep Casings.....	8

FERTILIZERS.

Dried Blood per unit.....	8.25 @ 8.50
Hoof Meal, per unit.....	7.25 @ 7.40
Concentrated Tankage, ground.....	7.25 @ 7.40
Ground Tankage, 15%.....	7.50 @ 7.70
Ground Tankage, 9 and 20%.....	7.30 @ 7.50
Crushed Tankage, 9 and 20%.....	7.15 @ 7.30
Ground Tankage, 6 1/2 and 30%.....	52.00 @ 55.00
Ground Raw Bone, per ton.....	45.00 @ 46.00
Ground Steam Bone, per ton.....	35.00 @ 40.00

HORNS, HOOF AND BONES.

No. 1 Horns, per ton.....	290.00 @ 300.00
Hoofs, black, per ton.....	65.00 @ 70.00
Hoofs, striped, per ton.....	65.00 @ 70.00
Hoofs, white, per ton.....	65.00 @ 70.00
Round Shin Bones, heavies, per ton.....	140.00 @ 150.00
Round Shin Bones, lights, per ton.....	130.00 @ 140.00
Flat Shin Bones, heavies, per ton.....	130.00 @ 140.00
Flat Shin Bones, lights, per ton.....	115.00 @ 125.00
Thigh Bones, heavies, per ton.....	135.00 @ 140.00
Thigh Bones, lights, per ton.....	100.00 @ 125.00
Skulls, Jaws and Knuckles.....	55.00 @ 60.00

LARD.

Prime, steam, cash.....	20.30	@20.30
Prime, steam, loose.....	19.05	@19.05
Leaf.....	19.50	@19.50
Compound.....	24.00	@24.00
Neutral lard.....	23.75 @ 24.00	

STEARINES.

Prime oleo.....	18	@18 1/2
Yellow.....	17	@17 1/2
Grease, yellow, loose.....	14	@14 1/2
Grease, A white, loose.....	13 1/2	@14

OILS.

Oleo oil, extra.....	27 1/2	@28
Oleo oil, No. 2.....	26	@26 1/2
Linseed oil, No. 1.....	21	@21
Linseed oil, loose, per gal.....	10 1/2	@10 1/2
Corn oil, loose.....	16 1/2	@16 1/2
Soya bean oil, seller tank, f. o. b. coast.....	17	@17

TALLOW.

Edible.....	17	@17 1/2
Choice country.....	16 1/2	@16 1/2
Packers, prime, loose.....	16	@16 1/2
Packers, No. 1, loose.....	15	@15 1/2
Packers, No. 2.....	13	@13 1/2

GREASES.

White, choice.....	15	@15 1/2
White, "A".....	14 1/2	@14 1/2
White, "B".....	14	@14 1/2
Bone naphtha extracted.....	11	@11 1/2
Crackling.....	14	@14 1/2
House.....	12 1/2	@13 1/2
Yellow.....	13 1/2	@14 1/2
Brown.....	12 1/2	@13 1/2
Pigs' foot grease.....	18	@18 1/2
Garbage, grease, loose.....	10 1/2	@11 1/2
Glycerine, C. P.....	24 1/2	@25 1/2
Glycerine, dyed.....	22	@22 1/2
Glycerine, crude soap.....	13 1/2	@13 1/2
Glycerine, candle.....	nom.	15 1/2

Retail Section

PROBLEMS OF THE RETAIL MEAT DEALER

Some Things the Practical Butcher Is "Up Against"

By John A. Kotal, National Secretary, United Master Butchers of America.

[EDITOR'S NOTE.—This is the first article in a discussion on the problems of the retail butcher, written for THE NATIONAL PROVISIONER by one of the best-known retailers in the country.]

The public's attention the past few years, has been centered on the high cost of living to such an extent that when newspaper reporters of our great city dailies run short of "exciting material" for the press, articles are written by self-styled experts attacking the meat industry in some form or another. Because of the fact that there are few newspaper readers in the United States thoroughly acquainted with the methods of meat retailing in the various sections of the country, these chimerical articles on retailing and profiteering are believed by persons otherwise well-informed.

The retail meat dealer today is accused in press articles of "kiting prices." Nevertheless wearing apparel, shoes, clothing, furniture and the like have risen as high and higher proportionately than meat. We know that a suit of clothes which retailed at \$30 several years ago is being advertised at from \$75 to \$100; ordinary silks at from \$3 to \$4, as against \$1 and \$1.50; and shoes formerly priced at \$3 to \$4, but now \$10 to \$12 a pair; and many other instances. Yet meat dealers who raise their prices a few cents a pound to meet the necessarily increased cost of doing business are branded "profiteers."

I do not care to discuss the cause and effect of rising prices in other lines of business, but will endeavor to explain a few of the problems of the reputable retail meat dealer.

All the Facts Should Be Given.

First.—The reports published in the daily papers on retailing of meats, quoting prices, etc., and exciting the public mind, are usually gathered by men unfamiliar with the science of meat retailing, and sufficient consideration is not given to the factors highly important to this branch of the industry.

The publicity usually given is a comparison of prices of a market selling common and medium grades of beef without delivery and credit service, to one selling good and choice meat with a delivery and credit service.

Due consideration of the distribution of meats must include the wholesale and retail branches of the meat industry. While the wholesalers' transactions are in large volume, it is the retailer that passes out the major portion of the meat of the nation in pounds and ounces.

The retail business is affected by increase or decrease in population, by prices of meats, by improved transportation facilities and the prosperity of the community.

Certain classes of trade desire the

choicest of meats, demand the select cuts and a high-class delivery service, regardless of cost. In such a case the cost of doing business is much higher than where a direct selection of cut meats is made and not delivered.

Do Not Want High Prices.

Men familiar with the meat business know that high prices are not necessarily conducive to large profits. Meats are perishable; a large volume with quick turn-overs and small profits is preferable to a wide margin of profit.

As prices rise the consumption of meat generally is curtailed. I believe the retailer and the packer would prefer to see all meat products sell for less than the prevailing prices if it would not embarrass production, because it would lead to greater consumption by the public and consequently to more business.

The public must remember that a carcass of beef is not all sirloins and prime rib cuts; there are plates, rough flanks, suet, briskets, chucks, shanks, rounds with rumps and the neck.

The so-called "rough meats" are sold for cost or less than cost, according to the demands of the consumer.

Under normal trade conditions the prices of meat cuts such as loins, ribs, chucks, etc., are usually pro-rated according to relative value of the cuts in carcass, and are subject to supply and demand, which in turn varies according to the season.

Cutting Up a Lamb.

Today, January 24, 1920, lambs are quoted at 33 cents a pound wholesale. Let us cut up this lamb—figures don't lie—and see exactly the wholesale cost to the retailer on the block.

Lamb test:	
17 per cent of the lamb is flank, neck, breast and shank @ 15c.....	\$2.55
30 per cent of the lamb is leg @ 42c.....	12.60
20 per cent of the lamb is loin (kidneys in) @ 38c.....	7.60
18 per cent of the lamb is shoulder, @ 24c.....	4.32
15 per cent of the lamb is rib @ 42c.....	6.30
Total	\$33.37

It will be noted that no shrinkage is allowed. And to these prices the retailer—whether he employs 1 or 10 men—is obliged to add his necessary cost of doing business, including salary, rent, labor, ice, phone, paper, etc.

Labor will average 1½ cents per minute, whether the man is selling lamb chops, pork chops or merely looking "wise" and doing nothing. So that the lady who consumes five minutes' time in selecting her pound of loin lamb chop, and orders the kidney out, is not permitting a profit at

all to the proprietor, if she is charged 45 cents a pound.

It is possible for some retailers to sell the various cuts within a closer range of prices; in that case a slight alteration of the above scale would be necessary.

In the cutting up of a beef carcass many retailers, because of their ability to dispose of all straight carcass beef, can apportion their various cuts to enable them to retail sirloin and porterhouse steaks to their trade at prices equal to those they would be obliged to pay for extra whole-sale cuts.

Other Things to Be Remembered.

Another thing: It is well to remember that there are periods of the year when certain cuts, such as chucks, ribs in loins, are termed a drag on the market and cause a proportionate advance on the cuts in demand, such conditions directly influencing retail costs of consumers.

The price of meats is proportionately higher in wholesale cuts than the supposed value in carcass form. This is very necessary to cover the cost of labor and accommodation in catering to the demands of the retail trade, which, in turn, is caused by the demand of the consumer. The price of meat is affected by the production and the cost of live stock.

The relative food values of meat are not understood by the average housewife. That is, from the standpoint of yields of protein and energy. The so-called neck, shank, clod, plate and chuck are the most economical, yet the demands of the public are preferably for sirloin and porterhouse steaks, of which there are about 17 per cent in each carcass.

Cutting Up a Good Steer.

Let us cut up a good steer at 21½ cents a pound wholesale. The Middle West recognition of the percentage of various cuts is given below, although the East and West have quite different standards of cutting, due to the varied demands of the consuming public. This steer yielded as follows:

24 per cent round @ 22c.....	\$5.28
17 per cent loin @ 38c.....	6.46
4 per cent flank @ 13c.....	.52
9 per cent rib @ 30c.....	2.70
4 per cent suet @ 15c.....	.60
26 per cent chuck @ 15c.....	3.90
12 per cent plate @ 13c.....	1.56
Total	\$21.02

These figures show the proportionate value of wholesale cuts from a carcass, and due to the ever-increasing demand of the public for so-called "prime cuts," loins and ribs, they are naturally the highest priced.

The above is an average table, although there are districts where round and sirloin steaks are in equal demand, and of course the price of rounds is increased, while that of loins is reduced. To the above table of prices it is necessary of course for the retailer to add his cost of doing business.

(To be continued.)

[EDITOR'S NOTE.—In the next article in this series Mr. Kotal will discuss the following subjects: "The Unscrupulous Dealer," "Price Fixing Committees and Profiteering," "Proposed Recommendations, Including 'Truth in Advertising.'"]

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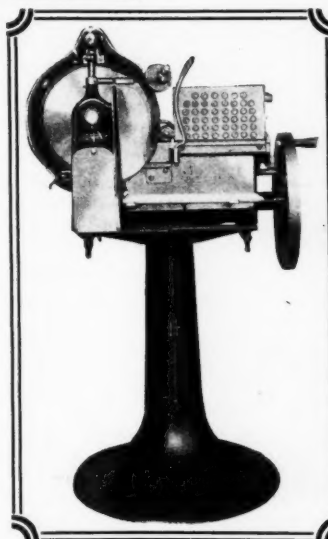
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LOCAL AND PERSONAL.

The Columbia meat market has opened at Cicero, Ill.

Robert Young will shortly open a meat market at Creston, Ia.

Frank Dulek will open a meat market soon at Almond, Wis.

Jackson & Rogers have opened a meat shop at Shawnee, Okla.

I. S. Schwarm will shortly open a meat market at Norfolk, Neb.

I. S. Schwarm is planning to open a meat market at Norfolk, Neb.

Leslie Bennett will open a meat market and grocery at Hancock, Wis.

Tispe & Langley will shortly open a meat market at Ainsworth, Neb.

William Merbach's meat market has burned out at Bellingham, Minn.

The Central Meat Market, Desdemona, Tex., has been destroyed by fire.

Frank Burns has sold his meat market to Rice Jones at Lime Springs, Ia.

William L. Scheibel sold his shop to Osgood and Graddick at Beloit, Wis.

Anton Enger will open a meat market on East Main street, Stoughton, Wis.

The Harper Meat Market, Harper, Kans., has been purchased by C. S. Mitchell.

William Merbach's meat market has been destroyed by fire at Duluth, Minn.

Jim Mauler has purchased the Anton Stepanek meat market at Sargent, Neb.

T. F. Malley has purchased the Henry O'Pray meat market at Hudson, N. Y.

Howard Bartlow and Dale Davis will shortly open a market at Ruchville, Ill.

John Carlton's meat market has been destroyed by fire at Woonsocket, So. Dak.

W. F. and W. W. Watt are about to engage in the meat business at Wilder, Ida.

N. F. Simpson's meat market has been sold to Stallherries and Jones at Laurel, Neb.

Hemingway Bros. have sold their meat market to Jensen & Wilson at Chadron, Neb.

Bryan Brune has purchased W. M. Britton's meat market at Mountain Park, Okla.

Hugh Allen will open a meat market, on Mill street, Amherst, Wis., the first of March.

Gray & Co. have opened a new retail meat market at Pear and Dearborn streets, Peoria, Ill.

Roy Blazer has reopened the market formerly operated by Byers Bros. at Chillicothe, O.

M. G. Estabrook has succeeded W. T. Porter in the Basket Store Meat Co., Table Rock, Neb.

Johnson & Simpson have discontinued their meat market in the Farmers Store, Loup City, Neb.

B. P. Alexander has purchased the interest of E. M. Pyle in the City Meat Market at Liberty, Neb.

E. J. Filbin's meat market at 517 Elizabeth street, Kenosha, Wis., has been sold to Tony Jurka of Chicago.

B. W. Ehlers is now in possession of the meat market formerly operated by W. T. O. Rule at Hampton, Ia.

G. Lawness, of Red Oak, Ia., has purchased the City Meat Market, Tekamah, Neb., from George J. Kuhl.

A. J. Schultz sold his meat market to the Producers and Consumers Mercantile Association at Grand Island, Neb.

P. S. Ralston has succeeded W. M. Goods to the proprietorship of the latter's meat market at Kensington, Kans.

Mrs. Elizabeth Kendrick has sold her interest in the Kendrick Meat Co., Fremont, Neb., to John F. Kendrick.

Richard and George Vigt consolidated their meat market business under the firm name of Vigt Brothers, at Lyons, Wis.

W. D. Swigert has purchased the meat market formerly owned by W. L. Hubner at 437 East Main street, Galesburg, Ill.

Harold Powell has purchased the meat market, operated in connection with the South End Grocery, at Great Bend, Kans.

Charles Rugill, Robert Curler and Charles Bier will open a meat market at 403 West Milwaukee street, Janesville, Wis.

Mayer & Prine have dissolved partnership in their retail meat business at Corsicana, Tex., Mayer continuing the business.

James Herbert, Andy Stone and Francis and B. Rouche have purchased the business at the Blevins & Davis Meat Co. at St. Anthony, Ida.

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New York Section

F. S. Doane, of Swift and Company's beef cutting department, Chicago, was in New York this week. A. F. Rogers, of the branch house department, Chicago, was also in town.

Prices realized on Swift and Company's sales of carcass beef in New York City, for week ending Saturday, February 14, 1920, on shipments sold out, ranged from 14.00 to 22.00 cents per pound and averaged 17.67 cents per pound.

The trade tie-up in New York City due to storms and inability to remove snow and ice from the streets, has been one of the worst in the history of the city. For days goods could not be moved, and the trials of the trade were something that nobody wants to go through again.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending February 14, 1920: Manhattan—meat, 6,150 lbs.; fish, 13,166½ lbs.; poultry and game, 2,578 lbs. Brooklyn—Meat, 4,860 lbs.; poultry and game, 37 lbs. The Bronx—Poultry and game, 23 lbs.

MACDOWELL ON POTASH INDUSTRY.

Charles H. MacDowell, president of the Armour Fertilizer Works, in a recent address before the Ohio State University at Columbus, O., gave a thorough outline of the development of the American potash

industry and the former dependence on Germany and other foreign countries for a supply of this necessary commercial chemical. He reviewed at length the diminishing of the foreign supply resulting from the great war and the subsequent investigation conducted by the Government and other scientists which developed into the discovery of the whereabouts of the American product. Then followed a discussion of the foreign source of supply and the approximate number of tons being mined at present. Mr. MacDowell concluded with the following comment:

"It is economically unsound and against the public interest for the United States to depend entirely on outside sources for so necessary a product as potash. The development of an American industry should be encouraged, that we may secure a part of our needs at home and have power to prevent the asking of extreme prices by outsiders. Let us hope it will work out this way. I feel sure it can be done. It is in your interests that it be done."

Mr. MacDowell was director of the Chemicals Division of the U. S. War Industries Board. The Chemicals Division, which Mr. MacDowell headed, was the largest division of the board, comprising some twenty departments and handling chemicals, explosive materials, gas materials, ferro-alloys, platinum, abrasives and many other products.

When the Armistice was signed, Mr. MacDowell was prevailed upon to remain in service by becoming a member of the Economic section of the American Commission to Negotiate Peace. He went to

Paris and took a prominent part in handling chemical and economic matters in connection with the treaty negotiations. This work in part had to do with the interim relation between the Allies and Germany and in the procurement of coal, coke, iron ore, and other materials exchanged between those countries.

In carrying out this work he was the American representative on the committee on Germany, a sub-committee of the supreme economics council. This committee organized the inter-allied Rhineland commission. Mr. MacDowell was also the American representative on the committee on raw materials and the sale of war stocks. In addition, he was a member of the sub-committee controlling chemicals and dyestuffs.

In recognition of his services, Mr. MacDowell was made a member of the Legion of Honor by the French government, and was also decorated by the Belgian government.

EXPORTS OF CANNED MEATS.

Exports of canned meats from the United States by countries, during December, 1919, are reported as follows:

	Beef Pounds	Pork Pounds	Sausage Pounds	All Other Pounds
Austria-Hungary	5,887			230
Belgium	151,530	2,700	3,075	1,608
Denmark	249		15	213
Finland	2,036		4	6,894
France	6,555	1,042	2,642	10,875
Germany				7,168
Iceland and Faroe Islands				70
Italy	54			211
Malta, Gozo and Cyprus Islands				12
Netherlands		46,707	11,000	37
Norway	96	772		500
Spain		100		
Sweden	15			
Switzerland				100
Turkey in Europe	30			1,846
England	1,509,291	102,960	1,500	242,249
Scotland	8,010	100	1,335	23
Bermuda				3,550
British Honduras	1,025		4,292	991
Canada	91,603		778	7,153
Costa Rica			520	550
Guatemala	116	88	384	311
Honduras			2,552	1,454
Nicaragua	98		1,960	2,221
Panama	660		6,968	2,700
Salvador				180
Mexico	7,746	3,042	15,117	13,895
Manila, Langley, Newfoundland & Labrador				200
Jamaica	485		5,010	701
Trinidad and Tobago	8,968		7,292	7,617
Other British West Indies	2,641	155	527	801
Cuba	26,365	743	561,481	19,134
Danish W. Indies			60	43
Dutch W. Indies	512		1,109	400
Haiti	101	200	148	127
Bolivia	648		2,350	1,409
Dominican Repub.	288		119	82
Paraguay		84		
Colombia	702		3,502	2,320
Ecuador				9
British Guiana	2,828		502	1,051
Dutch Guiana	1,340		100	35
Peru	7,620		3,076	3,184
Uruguay		80		
Venezuela	3,039	4,695	5,906	6,848
China	915		444	781
Czechoslovakia	42		150	175
British India	1,826		9,314	5,645
Straits Settlement	4,620	349	1,102	1,687
Dutch E. Indies	3,690		2,135	2,779
French E. Indies	60			152
Hongkong	1,524			61
Japan	711		24	22
Turkey in Asia				1,100
Australia	250		1,420	3,446
New Zealand				11
Other British Oceania	7		119	144
French Oceania	240		126	51
German Oceania			50	
Philippine Islands	13,798		9,556	3,277
Belgian Congo				124
British W. Africa	5,840		132	919
British S. Africa	10,988	6,360	18,074	4,828
Canary Islands				25
French Africa	646	210		96
Portuguese Africa	140		417	260
Spanish Africa				106
Total	1,886,835	170,501	689,000	376,429

*Veal prices "hide on" at Chicago and New York.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Feb. 19, 1920, as follows:

	Chicago.	Boston.	New York.	Philadelphia.
Fresh Beef—				
STICKERS:				
Good	\$17.50 @ 21.00	\$19.00 @ 19.50	\$17.00 @ 19.00	\$17.00 @ 19.00
Medium	15.50 @ 17.50	18.00 @ 18.50	16.00 @ 17.00	16.00 @ 17.00
Common	13.50 @ 15.50	17.50 @ 18.00	15.00 @ 16.00	15.00 @ 16.00
COWS:				
Good	11.50 @ 16.50	15.50 @ 16.00	11.00 @ 15.00	11.00 @ 15.00
Medium	13.00 @ 14.00	14.50 @ 15.00	13.00 @ 14.00	14.00 @ 15.00
Common	12.00 @ 13.00	13.50 @ 11.00	12.00 @ 13.00	13.00 @ 14.00
BULLS:				
Good	12.00 @ 13.00	12.50 @ 13.00	13.00 @ 13.50	13.00 @ 13.50
Medium	12.00 @ 12.50	12.00 @ 12.50	12.00 @ 12.50	12.00 @ 12.50
Common	16.00 @ 11.50	11.00 @ 11.50	11.00 @ 11.50	10.00 @ 12.00
Fresh Lamb and Mutton—				
LAMB:				
Choice	33.00 @ 34.00	32.50 @ 33.00	33.00 @ 35.00	34.00 @ 35.00
Good	31.00 @ 33.00	32.00 @ 32.50	32.00 @ 33.00	33.00 @ 34.00
Medium	29.50 @ 31.00	31.00 @ 31.50	30.00 @ 32.00	31.00 @ 33.00
Common	26.00 @ 29.00	29.00 @ 31.00	24.00 @ 27.00	29.00 @ 31.00
YEARLINGS:				
Good	29.00 @ 31.00	29.00 @ 31.00	25.00 @ 28.00	29.00 @ 31.00
Medium	25.00 @ 28.00	25.00 @ 28.00	25.00 @ 28.00	25.00 @ 28.00
MUTTON:				
Good	21.00 @ 25.00	20.00 @ 22.00	21.00 @ 23.00	23.00 @ 24.00
Medium	15.00 @ 21.00	15.00 @ 19.00	18.00 @ 20.00	21.00 @ 22.00
Common	16.00 @ 19.00	17.00 @ 18.00	15.00 @ 18.00	18.00 @ 20.00
Fresh Veal—				
Choice	27.50 @ 29.00	27.50 @ 29.00	27.00 @ 28.00	22.00 @ 24.00
Good	26.00 @ 27.50	18.00 @ 20.00	27.00 @ 28.00	22.00 @ 24.00
Medium	24.00 @ 26.00	15.00 @ 17.00	24.00 @ 27.00	19.00 @ 22.00
Common	21.00 @ 24.00	13.00 @ 15.00	20.00 @ 22.00	15.00 @ 18.00
Fresh Pork Cuts—				
LOINS:				
8-10-lb. average	26.00 @ 30.00	26.00 @ 27.00	25.00 @ 27.00	26.00 @ 28.00
10-12-lb. average	25.00 @ 29.00	24.00 @ 25.00	23.00 @ 24.00	24.00 @ 26.00
12-14-lb. average	24.00 @ 26.00	23.00 @ 24.00	21.00 @ 22.00	23.00 @ 24.00
14-lb. over	22.50 @ 24.00	21.00 @ 22.00	20.00 @ 21.00	20.00 @ 23.00
SHOULDERS:				
Skinned	19.70 @ 22.00	19.00 @ 20.00	19.00 @ 20.00	20.00 @ 22.00
PICNICS:				
4-6-lb. average	18.50 @ 20.50	19.50 @ 20.00	18.00 @ 19.00	20.00 @ 21.00
6-8-lb. average	18.50 @ 20.00	18.50 @ 19.00	18.00 @ 19.00	19.00 @ 20.00
8-lb. over	16.50 @ 19.00	16.50 @ 17.50	16.00 @ 17.00	17.00 @ 18.00
BUTTS:				
Boneless	23.50 @ 25.50	23.00 @ 25.00	23.00 @ 25.00	23.00 @ 24.00
Boston style	23.50 @ 25.50	23.00 @ 25.00	23.00 @ 25.00	23.00 @ 24.00

NEW SOUTHERN PROVISION HOUSE.

The Carlyle Provision Company is a new wholesale provision house which has recently been established at Nos. 535-541 West Hull Street, Savannah, Ga. They are located on the Central of Georgia Railway tracks, and have 8,000 square feet of floor space. They are installing three coolers each 20x45 feet, one freezer 18x30 feet, and are also installing direct expansion refrigerating machinery and have sufficient capacity to take care of these coolers and freezers. They expect to do strictly a wholesale business, and anticipate doing from 100,000 to 125,000 pounds weekly, handling packinghouse commodities, including fresh beef, pork, pork cuts, provisions, etc.; a full line of produce, such as butter, eggs, cheese, etc.; also a full line of canned meats and vegetables, and some grocery specialties. Mr. R. T. Carlyle, former manager for a big packer at Savannah, will be the sole owner and proprietor, having recently severed his connection with this packer after a term of service of fifteen years. The company will solicit consigned accounts, and also expects to do considerable straight buying.

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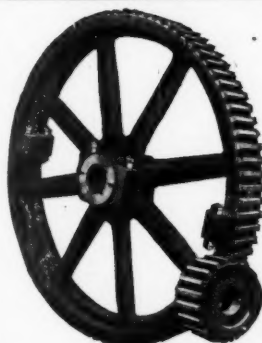
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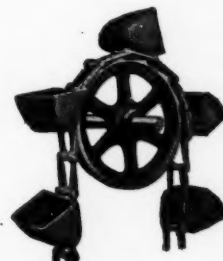
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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, common to choice.....	9.00@11.00
Oxen.....	7.75@13.50
Bulls.....	7.00@11.25
Heifers.....	@12.00
Cows.....	4.00@ 9.50

LIVE CALVES.

Calves, prime.....	24.75@25.00
Calves, barnyard.....	8.00@11.00
Calves, fed.....	10.00@13.50
Calves, culls.....	15.00@18.00
Calves, yearlings.....	7.00@ 8.50
Calves, Western.....	10.00@13.50

LIVE SHEEP AND LAMBS.

Lambs, prime.....	22.25@22.50
Lambs, common to good.....	10.00@22.00
Lambs, culls.....	15.00@18.00
Lambs, yearlings.....	14.00@18.00
Sheep, wethers.....	13.00@13.50
Sheep, ewes, prime.....	12.25@12.50
Sheep, ewes, common to good.....	8.50@12.00
Sheep, culls.....	6.00@ 7.50

LIVE HOGS.

Hogs, heavy.....	@15.00
Hogs, medium.....	@16.25
Hogs, 140 lbs.....	@16.25
Pigs.....	@16.00
Roughs.....	@13.50

DRESSED BEEF.

CITY DRESSED.

Choice native, heavy.....	22 @24
Choice native, light.....	22 @24
Native, common to fair.....	18 @21

WESTERN DRESSED BEEF.

Choice native, heavy.....	21 @22
Choice native, light.....	20 @21
Native, common to fair.....	18 @19
Choice Western, heavy.....	19 @20
Choice Western, light.....	17 @18
Common to fair, Texas.....	18 @16
Good to choice heifers.....	21 @22
Common to fair heifers.....	18 @19
Choice cows.....	16 @17
Common to fair cows.....	14 @15
Fresh Bologna, bulls.....	14 @15 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@26	30 @32
No. 2 ribs.....	@23	26 @28
No. 3 ribs.....	@18	23 @25
No. 1 loins.....	@30	40 @42
No. 2 loins.....	@26	36 @38
No. 3 loins.....	@20	32 @34
No. 1 hinds and ribs.....		28 @30
No. 2 hinds and ribs.....		24 @27
No. 3 hinds and ribs.....		20 @23
No. 1 rounds.....	@20	@21
No. 2 rounds.....	@17	@20
No. 3 rounds.....	@16	@19
No. 1 chuck.....	@14 1/2	@18
No. 2 chuck.....	@11	@16
No. 3 chuck.....	@ 9	@14

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	32 @33
Veals, country dressed, per lb.....	28 @29
Western calves, choice.....	25 @26
Western calves, fair to good.....	24 @25
Grassers and buttermilks.....	18 @20

DRESSED HOGS.

Hogs, heavy.....	22 @23
Hogs, 160 lbs.....	22 @23
Hogs, 160 lbs. to good.....	22 1/2 @23
Hogs, 140 lbs.....	23 @24
Pigs.....	24 @25

DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	35 @37
Lambs, choice.....	33 @34
Sheep, choice.....	23 @24
Sheep, medium.....	20 @21
Sheep, culls.....	15 @16

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	30 @31
Smoked hams, 12 to 14 lb. avg.....	30 @31
Smoked picnic, light.....	25 @26
Smoked picnic, heavy.....	20 @21
Smoked shoulders.....	22 @23
Smoked beef tongue, per lb.....	48 @52
Smoked bacon (rib in).....	35 @36
Dried beef sets.....	48 @52
Pickled bellies, heavy.....	28 @30

FRESH PORK CUTS.

Fresh pork loins, city.....	28 @32
Fresh pork loins, Western.....	26 @30

Frozen pork loins.....	@.....
Fresh pork tenderloins.....	@55
Frozen pork tenderloins.....	@52
Shoulders, city.....	@24
Shoulders, Western.....	@22
Butts, regular fresh Western.....	@25
Butts, boneless, fresh Western.....	@30
Fresh hams, city.....	@35
Fresh hams, Western.....	@32
Fresh picnic hams, Western.....	@22

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 10 pcs.....	135.00@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	125.00@140.00
Black hocks, per ton.....	80.00 @ 85.00
Striped hocks, per ton.....	80.00 @ 85.00
White hocks, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	150.00@160.00
Horns, avg. 7 1/2 os. and over, No. 1s.....	250.00@300.00
Horns, avg. 7 1/2 os. and over, No. 2s.....	200.00@225.00
Horns, avg. 7 1/2 os. and over, No. 3s.....	125.00@175.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.....	@36c. a pound
Fresh steer tongues, untrimmed.....	@24c. a pound
Fresh cow tongues.....	@20c. a pound
Calves heads, scalded.....	@70c. a piece
Sweetbreads, veal.....	40 @100c. a pair
Sweetbreads, beef.....	@50c. a pound
Beef kidneys.....	@18c. a pound
Mutton kidneys.....	@ 5c. each
Livers, beef.....	@20c. a pound
Oxtails.....	@15c. a pound
Hearts, beef.....	@12c. a pound
Rolls, beef.....	@30c. a pound
Tenderloin beef, Western.....	35 @50c. a pound
Lambs' fries.....	@12c. a pair
Extra lean pork trimmings.....	@24c. a pound

BUTCHER'S FAT.

Ordinary shop fat.....	@ 6
Shut. fresh and heavy.....	@11
Shop bones, per cwt.....	25 @35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@.....
Sheep, imp., medium, per bundle.....	@1.55
Sheep, imp., narrow, per bundle.....	@.95
Hog, free of salt, tes. or blis., per lb., f. o. b. New York.....	@1.40
Hog, extra narrow, selected, per lb.....	@1.75
Hog middles.....	@1.75
Hog bungs.....	@17
Hog bungs, export.....	@25
Beef rounds, domestic, per set, f. o. b. New York.....	@20
Beef rounds, export, per set, f. o. b. New York.....	@26
Beef bungs, f. o. b. New York.....	@21
Beef middles, per set, f. o. b. New York.....	@40
Beef weasands, No. 1a, each.....	@ 8 1/4
Beef bladders, small, per doz.....	@1.00
Beef weasands, No. 2a, each.....	@ 4

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	30	33
Pepper, Sing., black.....	10 1/2	22 1/2
Pepper, red.....	10	22
Allspice.....	11	14
Cinnamon.....	21	23
Coriander.....	52	57
Ginger.....	28	31
Mace.....	52	57

CURING MATERIALS.

Refined saltpetre, granulated, bbls.....	@14
Refined saltpetre, small crystal, bbls.....	@15
N. Y. carloads, bbls. or sacks.....	@ 5
Double refined nitrate of soda, gran., less than carloads.....	@ 5 1/4
Double refined nitrate of soda, crystals, carloads.....	@ 5 1/4
Double refined nitrate of soda, less than carloads.....	@ 6
Double refined nitrate of soda in kegs, 100 lbs. net, 1c over above prices.....	@10 to 130

GREEN CALFSKINS.

No. 1 skins.....	@ 1.10
No. 2 skins.....	@ 1.08
No. 3 skins.....	@.85
Branded skins.....	@.95
Ticky skins.....	@.95
No. 1 B. M. skins.....	@ 1.08
No. 2 B. M. skins.....	@ 1.06
No. 1, 9 1/4 @12 1/4 lbs.....	@10.25
No. 2, 9 1/4 @12 1/4 lbs.....	@10.05
No. 1 B. M., 9 1/4 @12 1/4 lbs.....	@ 9.85
No. 2 B. M., 9 1/4 @12 1/4 lbs.....	@ 9.85
Branded skins, 9 1/4 @12 1/4 lbs.....	@ 8.85
Ticky skins, 9 1/4 @12 1/4 lbs.....	@11.00
No. 1, 12 1/4 @14 lbs.....	@10.75
No. 2, 12 1/4 @14 lbs.....	@10.75
No. 1 B. M., 12 1/4 @14 lbs.....	@10.50
No. 2 B. M., 12 1/4 @14 lbs.....	@11.25
No. 1 kips, 14 @18 lbs.....	@11.60
No. 2 kips, 14 @18 lbs.....	@11.00
No. 1 B. M., 14 @18 lbs.....	@10.75
No. 2 B. M., 14 @18 lbs.....	@10.75

No. 1 heavy kips, 18 lbs. and over.....	@11.75
No. 2 heavy kips, 18 lbs. and over.....	@11.50
Branded kips.....	@ 9.75
Heavy branded kips.....	@10.25
Ticky kips.....	@ 9.75
Heavy ticky kips.....	@10.25

All skins must have tail bone cut.

DRESSED POULTRY.

Turkeys—Dry packed—barrels—	
W'n, dry pickled, hens and toms, selected.....	@52
Western, dry pickled, fair to good.....	@50
Western, old hens.....	@46
Western, old toms.....	@45

Chickens—Fresh—Dry packed—soft meat

W'n, milk fed, 31 to 38 lbs. to doz., lb. 36.....	@37
W'n, milk fed, 37 to 42 lbs. to doz., lb. 36.....	@37
W'n, milk fed, 43 to 47 lbs. to doz., lb. 36.....	@37
W'n, milk fed, 48 lbs. to doz.....	@38
W'n, milk fed, 60 lbs. and over to doz.....	@38
W'n, milk fed, stags, 4 lbs. and over.....	@30
W'n, milk fed, stags, under 4 lbs.....	@31
W'n, corn fed, 31 to 36 lbs. to doz., lb. 34.....	@35
W'n, corn fed, 37 to 42 lbs. to doz., lb. 34.....	@35
W'n, corn fed, 43 to 47 lbs. to doz., lb. 34.....	@35
W'n, corn fed, 48 lbs. to doz.....	@36
W'n, corn fed, 60 lbs. and over to doz.....	@37
W'n, corn fed, stags, 4 lbs. and over.....	@29
W'n, corn fed, stags, under 4 lbs.....	@28

Chickens—Fresh—dry packed—soft meat

W'n, milk fed, 5 to 6 lbs. to pair, lb.....	@33
W'n, milk fed, 4 lbs. each.....	@36
W'n, milk fed, 5 lbs. each and over.....	@37
W'n, milk fed, stags, 4 lbs. and over.....	@30
W'n, milk fed, stags, under 4 lbs.....	@31
W'n, corn fed, 5 to 6 lbs. to pair, lb.....	@32
W'n, corn fed, 4 lbs. each.....	@34
W'n, corn fed, 5 lbs. each and over.....	@35
W'n, corn fed, stags, 4 lbs. and over.....	@28
W'n, corn fed, stags, under 4 lbs.....	@28
W'n, corn fed, mixed sizes, lb.....	@31
W'n, scalded, mixed sizes, lb.....	@30
Philadelphia, mixed weights, lb.....	@42

Capons—

Nearby, 10 lbs. and over.....	@ 62
Nearby, 8 to 9 lbs.....	@ 58
Nearby, 5 to 7 lbs.....	@ 52
Western, 8 to 9 lbs.....	@ 52
Western, 7 lbs.....	@ 50
Western, 6 lbs.....	@ 48
Western, 5 lbs.....	@ 46
Western, slips, poor to fair.....	@ 42

Fowls—Fresh—Dry packed—milk fed—12 to box—

Western, 60 lbs. and over to dozen, lb.....	@40
Western, 48 to 56 lbs. to dozen, lb.....	@39 1/2
Western, 43 to 47 lbs. to dozen, lb.....	@39
Western, 38 to 42 lbs. to dozen, lb.....	@37
Western, 30 to 35 lbs. to dozen, lb.....	@32
Western, under 30 lbs. to dozen, lb.....	@30

Fowls—Fresh—Dry packed—Corn fed—12 to box—

Western, 60 lbs. and over to dozen, lb.....	@39 1/2
Western, 48 to 56 lbs. to dozen, lb.....	@39
Western, 43 to 47 lbs. to dozen, lb.....	@34
Western, 38 to 42 lbs. to dozen, lb.....	@34
Western, 30 to 35 lbs. to dozen, lb.....	@31
Western, under 30 lbs. to dozen, lb.....	@30

Fowls—Fresh—Dry packed—Barn—

W'n, dry pickled, 5 lbs. and over, lb.....	@39
W'n, dry pickled, 4 1/2 lbs. each, lb.....	@38 1/2
W'n, dry pickled, 4 lbs. each, lb.....	@38 1/2
W'n, dry pickled, 3 1/2 lbs. each, lb.....	@34
W'n, dry pickled, 3 lbs. each, lb.....	@34
W'n, scalded, mixed weights, lb.....	@31

Old Cocks—Fresh—Dry packed—Boxes or bbls—

Western, dry pickled, No. 1, lb.....	@27
Western, scalded.....	@26 1/2

Squabs, prime, wh., 10 lbs. to doz., doz.....	@14.00
Squabs, prime, wh., 9 lbs. to doz., doz.....	@13.00
Squabs, prime, wh., 8 lbs. to doz., doz.....	@12.00
Squabs, prime, wh., 7 lbs. to doz., doz.....	@ 9.00
Squabs, prime, wh., 6 to 6 1/2 lbs. to doz.....	6.00 @ 7.00
Squabs, dark, per dozen.....	4.50 @ 5.00
Squabs, culls, per dozen.....	2.50 @ 3.00

LIVE POULTRY.

Spring chickens, via freight.....	@35
Chickens, via express.....	@38
Fowls, via freight light.....	@40
Fowls, via freight, heavy.....	@40
Roosters, old.....	@24
Turkeys, via freight.....	@40
Geese, via freight.....	@30
Ducks, freight.....	@35

BUTTER.

Creamery (92 score).....	60 1/2 @67
Creamery (higher scoring lots).....	67 1/2 @68
Creamery, firsts.....	62 1/2 @66
Creamery, second.....	54 @58

EGGS.

Fresh gathered, extras, per dozen.....	@67
Fresh gathered, extra firsts.....	@65
Fresh gathered, firsts.....	@63
Fresh gathered, seconds.....	@58
Fresh gath. checks, good to choice, dry.....	@42
Fresh gathered, dirties, No. 1.....	@.....

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton.....	@40.00
Bone meal, raw, per ton.....	@55.00
Dried blood, high grade.....	@ 8.00
Nitrate of soda—spot.....	@ 3.50
Bone black, discard, sugar house del. New York.....	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent ammonia.....	7.75-10c
Garbage tankage.....	@10.50
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore.....	7.00 and 10c
Foreign fish guano, testing 13 @14 per cent ammonia and about 10 per cent B. Phos. Lime.....	7.75 and 50c
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c. per unit available phos. acid).....	—@—
Sulphate ammonia, for shipment, per 100 lbs. guar., 25 per cent.....	@ 4.75
Sulphate ammonia, per 100 lbs. guar., 25 per cent.....	@ 4.75

